The National
Future Farmer
February-March, 1978
Owned and Published by the Future Farmers of America

Oran Lee Bond: Proud to take part in producing food for America.

To Oran Lee Bond, Perkinston, Mississippi, farming is more than a way to make a living; it's a proud profession. A profession that challenges him to produce with greater efficiency every year.

At age 18, Oran has proven he measures up to that challenge. His farming successes have earned him the highly honored National FFA Crop Proficiency Award of 1977.

Oran substantially increased his crop acreage and yields during his four years of vocational agriculture. Diligent soil testing, careful variety selection, efficient crop rotation and double cropping have made Oran's 281-acre cropping enterprise a model operation. He raises seven crops for feed, certified seed and sales on the cash and futures markets.

As for the future, Oran plans to increase his acreage and, of course, continue to boost efficiency.

We at Funk's are equally committed to boosting efficiency. We're working with America's young farmers, toward increased productivity. And a stronger American economy.

Congratulations, Oran.

Thank you, Future Farmers of America, for the honor of sponsoring the Crop Proficiency Award.

The Producers of Funk's G-Hybrids.

8302FP

FUNK'S G HYBRID ®

The world yield leader.

You can't buy a better plug.

The plug is Champion. The one that's used by more of the world's car manufacturers than any other plug. The plug that is designed to fit virtually every gasoline engine made. And it's the brand of plug that sparks more cars to major race wins than any other.

If you're still not convinced that Champion is the plug you should be using, here's one more fact: It's the world's No. 1 seller.

And the whole world can't be wrong. With that kind of recommendation you know you're dealing with a winner.

One more thing. We'd like to send you our new Champion Tune-Up Guide. It includes helpful information on maintaining your car plus a maintenance log, a gas mileage calculator, and our spark plug recommendations. Just send $1.00 plus your name and address to "Tune-Up," Box 910, Dept. M, Toledo, Ohio 43661.

So no matter what you drive, use Champion spark plugs.

You can't buy a better plug.

CHAMPION

You can't buy a better plug.

Champion Spark Plug Company • Toledo, OH 43661

A Word With The Editor

"EMPHASIS '78" is the name of a program designed to move FFA ahead for the next three years. It will be conducted by the national FFA staff and National FFA Officers with the cooperation of host states where the meetings will be held.

"EMPHASIS '78" follows a pattern set by the national FFA organization of conducting a series of workshops throughout the nation every three years to introduce new, revised and updated FFA materials for the upcoming three-year period. Most of the meetings will be held in April.

FFA members will be present at these meetings. In addition to the National FFA Officers, key FFA officers of the state associations will participate. But for the most part, the workshop participants will be staff people who work with FFA. Specifically encouraged to participate as members of the "EMPHASIS '78" team, in addition to key FFA state officers, are state staffs, teacher educators, key ag teachers, alumni representatives and agricultural education majors.

Briefly the objectives of "EMPHASIS '78" are to expand the use of FFA by all vocational instructors engaged in preparing students for careers in the industry of agriculture, to increase student participation and involvement in FFA activities and to provide those who will become agriculture teachers/FFA advisors first-hand experience in utilizing the FFA as a part of instruction in vocational agriculture/agribusiness.

Some of the "new" material which will be introduced at the workshops include the Student Handbook, a concept film, teacher education materials, and an agricultural education special credit program.

"EMPHASIS '78" is a major thrust for FFA/vocational agriculture and you should know it is happening. The ultimate objective is to help you and other FFA members prepare for a career in agriculture. America needs this type of program in its educational system.

Wilson Carnes

In This Issue

Success Is Sweet 16
Agricultural Outlook 18
FFA's Message on Wheels 25
Testing, Testing 26
To Farm 29
Guiding Eyes for the Blind 32
The Professional Salesman 38
The Peace Corps 40
The National FFA Foundation 50
Careers 61

In Every Issue

News in Brief 6
From the Mailbag 10
Looking Ahead 14
Chapter Scoop 46
FFA in Action 52
The Joke Page 62

The Cover

David Costa, California's Star State Farmer, seems to be looking to the future as he takes a break from field preparation. Sugar beets, chili peppers, broccoli and lettuce are among the crops David grows in partnership with his brother Mike. For the rest of the story, turn to Page 16.

Cover photo by Gary Bye

CHANGE OF ADDRESS: Send both old and new addresses to Circulation Department, *The National FUTURE FARMER*, P.O. Box 15130, Alexandria, Virginia 22309.

CORRESPONDENCE: Address all correspondence to: *The National FUTURE FARMER*, P.O. Box 15130, Alexandria, Virginia 22309. Offices are located at the National FFA Center at 5630 Mount Vernon Highway, Alexandria, Virginia 22309.

The National FUTURE FARMER is published bimonthly by the Future Farmers of America at 5630 Mount Vernon Highway, Alexandria, Virginia 22309. Second class postage paid at Alexandria, Virginia, and at additional mailing offices.

Copyright 1978 by the Future Farmers of America.

Single subscription, $1.00 per year in U.S. and possessions. FFA members 75¢ paid with dues. Single copy 50¢; two-four copies 30¢ each, five or more 25¢ each. Foreign subscriptions, $1.00 plus 50¢ extra for postage.

The National
Future Farmer

Owned and Published by the Future Farmers of America

Volume 26 Number 3

February-March, 1978

MAGAZINE STAFF

Editor, Wilson W. Carnes; *Associate Editors*, John M. Pitzer, K. Elliott Nowels; *Field Editor*, Gary Bye; *Editorial Assistants*, Jo Colley, Mildred Bryan; *Advertising Manager*, Glenn D. Luedke; *Regional Advertising Managers*, Carlton Gabel, Tom Davis; *Advertising Assistant*, Laurie Welch; *Promotion Assistant*, Craig Osborne; *Circulation Fulfillment Manager*, Adriana L. Stagg; *Assistants*, Carolyn Roy, Diana Seeley, Helen Jonah, Ernestine Trigger, Beulah Keeter.

NATIONAL OFFICERS

National President, J. Ken Johnson, 6061 Center Highway, Nacogdoches, Texas 75961; *National Secretary*, Howard Morrison, Box 464, Gilbert, Arizona 85234; *National Vice Presidents*, Peg Armstrong, RR 1, Newhall, Iowa 52315; Robin Hovis, 1746 South Co. Road 26, Helena, Ohio 43435; Christopher Hardee, Box 505, Chiefland, Florida 32626; Dee Sokolosky, Box 8, Owasso, Oklahoma 74055.

BOARD OF DIRECTORS

Chairman of the Board of Directors, National Advisor H. N. Hunsicker; *Members of the Board*, John W. Bunten, C. M. Brewer, Paul M. Day, H. E. Edwards, Martin L. Mitchell, Byron F. Rawls, G. G. Scoggins, J. W. Warren.

NATIONAL STAFF

Executive Secretary, Coleman Harris; *National Treasurer*, J. M. Campbell; *Administrative Director*, Edward J. Hawkins; *Manager of International Programs*, Lennie Gamage; *FFA Program Specialist (Awards)*, Robert Seefeldt; *FFA Program Specialist (Contests)*, Ted Amick; *Director of Information*, Daniel Reuwee; *FFA Program Specialist (Leadership)*, Tony Hoyt; *Manager of FFA Supply Service*, Harry J. Andrews; *Chief Accountant*, George Verzagt; *Administrative Secretary FFA Alumni Association*, Robert W. Cox.

ADVERTISING OFFICES

The National FUTURE FARMER
P. O. Box 15130
Alexandria, Virginia 22309 703-360-3600

Robert C. Whaley
4605 Fulton, Suite No. 4
Sherman Oaks, California 91423 213-463-7157

Robert Flahive Company
22 Battery Street
San Francisco, California 94111 415-781-4583

The National FUTURE FARMER, member of Audit Bureau of Circulations.

TO CHANGE YOUR ADDRESS OR ORDER A SUBSCRIPTION

Please use this form.

TO SUBSCRIBE: check the term below and fill in your name and address.

☐ 3 years $3
☐ 2 years $2
☐ 1 year $1

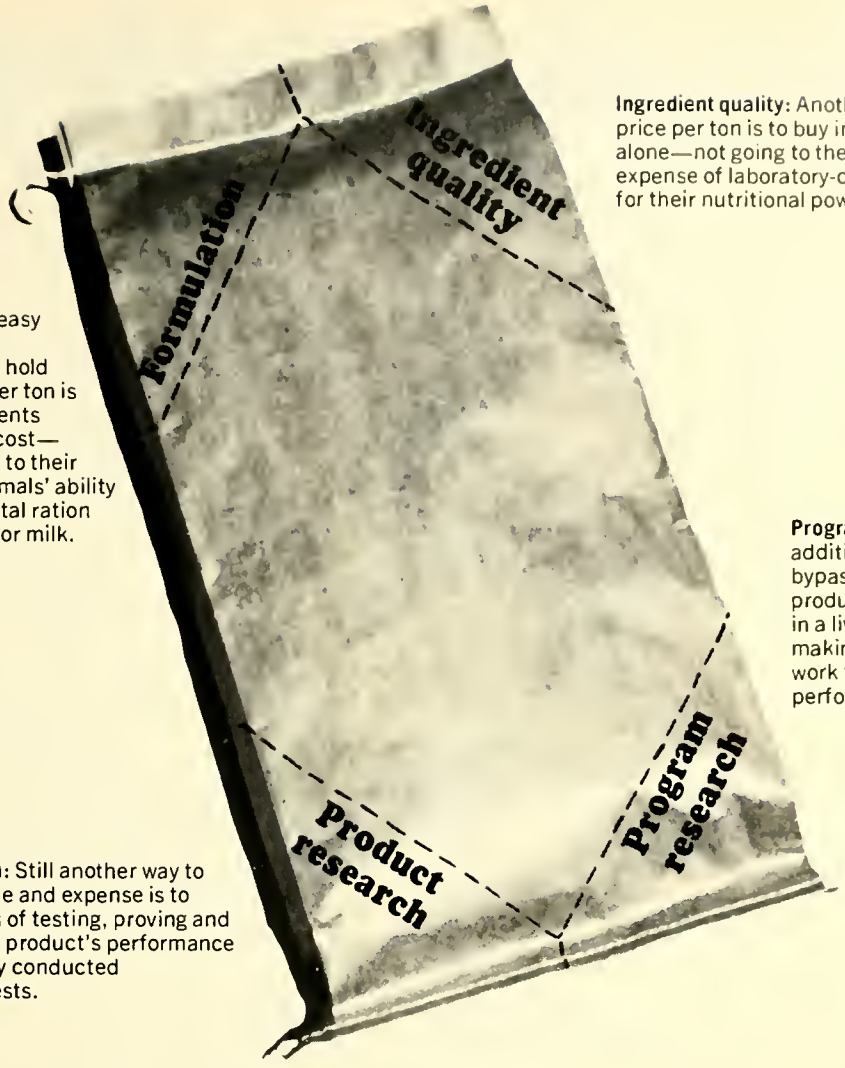
Foreign subscriptions, add 50¢ a year extra for postage.

ATTACH CHECK AND MAIL TO:
The National FUTURE FARMER
P.O. Box 15130
Alexandria,
Virginia 22309

Name (please print)
Address (new, if for change of address)
City State Zip

ATTACH LABEL HERE for address change or other inquiry.

If moving, list new address above.



Formulation: An easy way for a feed manufacturer to hold down his price per ton is to select ingredients strictly on their cost—with little regard to their influence on animals' ability to convert the total ration to growth, gains or milk.

Ingredient quality: Another way to cut a feed's price per ton is to buy ingredients on price alone—not going to the time, trouble and expense of laboratory-checking ingredients for their nutritional power.

Program research: An additional step that can be bypassed is developing products to fit specific needs in a livestock operation, then making sure that the products work together for best overall performance.

Product research: Still another way to save time, trouble and expense is to bypass the steps of testing, proving and improving a feed product's performance through carefully conducted research-farm tests.

Why we don't cut corners making MoorMan Products

It would be easy for us to cut corners and cheapen our products. But we're convinced it would not be in our best interest *or* that of our customers.

They deserve to get the best possible net return from feeding MoorMan Products—through their livestock's efficient conversion of grain and forage into growth, gains or milk.

At the same time, we want to maintain our reputation for selling high-quality, high-performance products that are profitable for our customers to use.

After all, our continued growth as a company in the future depends on the continued confidence of farmers, ranchers and feeders who buy our products and livestock equipment.

MoorMan's®

Moorman Mfg. Co., Quincy, IL 62301

Over $5,000 in prizes

Awarded Monthly

Draw Lincoln

You may win one of five $995.00 Art Scholarships or any one of seventy-five $10.00 cash prizes.

Draw Lincoln any size except like a tracing. Use pencil. Every qualified entrant receives a free professional estimate of his drawing.

Scholarship winners will receive Fundamentals of Art taught by Art Instruction Schools, one of America's leading home study art schools. Our objective is to find prospective students who appear to be properly motivated and have an appreciation and liking for art.

Your entry will be judged in the month received. Prizes awarded for best drawings of various subjects received from qualified entrants age 14 and over. One $25 cash award for the best drawing from entrants age 12 and 13. No drawings can be returned. Our students and professional artists not eligible. Contest winners will be notified. Send your entry today.

MAIL THIS COUPON TO ENTER CONTEST

ART INSTRUCTION SCHOOLS
Studio 8F-3S40
500 South Fourth Street
Minneapolis, Minnesota 55415

Please enter my drawing in your monthly contest. (PLEASE PRINT)

Name _____

Occupation _____ Age _____

Address _____ Apt. _____

City _____ State _____

County _____ Zip _____

Telephone Number _____

News in Brief

The FFA

JOINING OUR STAFF in late January was Tom Davis, named to the position of Regional Advertising Manager of *The National FUTURE FARMER*. Operating out of our offices here in Alexandria, Virginia, Davis will be handling accounts in the Midwest. He's a former state FFA officer of his native state, Indiana, and a recent graduate of Purdue University where he majored in agricultural economics with side-studies in communications. Davis was formerly assistant farm broadcaster for WHAS radio and TV in Louisville, Kentucky, and has worked for Elanco Products Company as a summer sales intern.

IT'S NOT TOO EARLY TO BE thinking about attending the Washington Leadership Conference program for a week this summer. The conferences are chiefly designed for chapter officers and advisors with time spent on self-improvement of leadership skills including public speaking and small group dynamics. Of course there's ample time for recreation and sightseeing also. The dates this year will be June 5-10, 12-17, 19-24, June 26-July 1, July 10-15, 17-22, 24-29 and July 31-August 5. The State Presidents' Conference will be July 16-22. Ask your advisor about it.

THE FFA ALUMNI ASSOCIATION and the National FFA Foundation will join forces in 1978 for a joint effort in supporting the FFA during the organization's 50th anniversary. In an effort to expand the current FFA executive sponsor program and to promote the Honors and Memorial Foundation programs, the Alumni have set a goal of enrolling at least five new executive sponsors in each state during 1978.

"FROM SEA TO SHINING SEA" is a good line to describe the 1978 National Officers' goodwill tour. During February and early March the officers, usually in two teams of three each, will visit 23 cities in 17 different states. The tour will take them across the United States, visiting leaders in government, business and industry.

NATIONAL FFA WEEK during this our 50th Anniversary year will be held February 18-25. Many new items are available to assist you in publicizing the FFA in your local communities. Perhaps you'll want to start the week with a special school 50th Anniversary FFA flag-raising, complete with your congressman, mayor, school band, superintendent, officers and local newspaper, radio and TV people. How about some window displays in local businesses? The possibilities seem endless.

THE 50TH FFA CONVENTION was the best attended in the history of the organization. A final count shows that 22,019 FFA members and guests were in Kansas City. This compares to 19,696 the year before.

FOUR NEW PROFICIENCY AWARDS ARE available for 1978. The awards will be for expertise in the areas of turf and landscape management, fruit and/or vegetable production, nursery operations and floriculture. The new awards replace the old Horticulture Proficiency award program and are sponsored by O. M. Scott and Sons Company, Weyerhaeuser Company Foundation and the National FFA Foundation, Inc. Ask your advisor about applications for these awards.

The Mean Machine

It can test Firestone tractor tires on your farm all day. And never get in your way.

You've had a busy season on your farm. *We've* had a busy season on your farm, and on lots of other farms, but you never saw Firestone test engineers, right?

That's because of Firestone's incredible new monster we call THE MEAN MACHINE,© that's been hard at work all season at the Firestone famous Columbiana,Ohio, Test Center. With it hooked up to a tractor like yours, or the tractor you're going to buy next, we can dial in the kind of loads you drag, and the kind of loads your soil and your slopes put to a tractor tire, whether you're in Mississippi or Iowa or California or you-tell-us-where. Because only by testing all kinds of loads and field conditions against Firestone tractor tires, can we be sure when we promise you that Firestone tires will really do it for you. And probably do it better to boot.

Nobody else in the world has a MEAN MACHINE, because Firestone means to keep giving you the kind of out front advantages that our famous 23° bar angle tractor tires put on your wheels. So only four tires in the world have the advantages of MEAN MACHINE testing. And they're all pictured and spelled out for you in the picture below. Let your Firestone Retailer take it from there with the prices and special features of each one.

Ask a friend about

Firestone

23° tractor tires

The Field & Road™ The Deep Treed The All Traction Field & Road™ The Heavy Duty Field & Road™

©1976 The Firestone Tire & Rubber Company

If your wormer doesn't get bots, then bots will get your horse.

Bots are a year 'round problem. Don't buy any once-a-year solution.

All year long, bots are out to get your horse. Bot larvae will burrow into your horse's lips, tongue, stomach and small intestine. They'll feed on his blood, sapping his strength and interfering with normal digestion.

Yet, even today you can still find some horse wormers that ignore the severity of this problem. One such product is the "revolutionary," "new" Equivet-Tz.*

Equivet-Tz is ineffective against bots.

Equivet-Tz is the newest name on the old drug thiabendazole. In its 17 years on the market, thiabendazole has never been effective against

bots. That's why the makers of Equivet-Tz ask you to treat for bots with their sister product Equivet-14.* The only problem is, they recommend just one treatment against bots all year long. That would leave your horse unprotected against this menace more than six months out of the year.

We at Shell don't like half solutions to whole problems. We don't like to see horses suffer with bots from early spring all the way to late fall. And we don't think you'll like that either. So we're giving you the facts.

Shell Horse Wormer is still the single most effective drug against both worms and bots.

Our product is a broad spectrum wormer that works as well on bots as it does on worms. When you use Shell Horse Wormer regularly, you help prevent bots from doing any serious damage to your horse.

No wormer can eliminate bots from the face of the earth. But at least we won't turn our back on them. Maybe that's why Shell is still the smart horseman's first choice in wormers.

*Equivet-Tz and Equivet-14 are trademarks of the Farnam Companies.

The wormer to start with . . . and *stay* with.

Shell

horse wormer

SHELL CHEMICAL COMPANY • Animal Health • One Shell Plaza • Houston, TX 77001

From the Mailbag

Readers Report

Omaha, Nebraska

I have just read the story on your interview with Jerry Kjerstad ("The Labyrinth of Loans and Lending" December-January, 1977-78).

I thought you did an accurate job of expressing what Jerry had to say and what we as a system try to communicate to the public concerning young farmer financing.

If we can be of some help to you in the future, please feel free to drop us a line.

Tom Kelly
Assistant Director, Public Relations
Farm Credit Banks of Omaha

Sarasota, Florida

I have two young people in the FFA and I am very proud of the organization.

I always enjoy reading your magazine but thought the October-November issue was outstanding.

Please send me ten copies to give to school board members and friends. Find check enclosed.

Mrs. B. E. Brown

St. Paul, Minnesota

I appreciate the fine effort you and your staff have put into development of this very fine magazine. We as professional ag educators tend to forget the importance of this publication as it relates to developing interest in FFA and agricultural education in general.

I have found it most interesting to observe my daughters, who are 11 and 13, picking up *The National FUTURE FARMER* magazine and reading it. To me this speaks very highly of the format and content. Keep up the good work.

I am enclosing a check for a personal subscription to be mailed to my home.

Gary Leske
Associate Professor
University of Minnesota

Howells, Nebraska

Please send a bulk order of the October-November issue of the magazine. I would like 20 copies. Please bill the Howells Chapter. The issue was an outstanding tribute to the FFA over the past 50 years. Congratulations on an outstanding issue.

Richard Katt
Advisor

Crowley, Louisiana

I would like to tell you about myself and my chapter. I am a sophomore in Crowley High where the FFA is one of the largest and most educational organizations in the school. There are three advisors. There are 11 other officers besides myself. We are all required to take a course in ag called leadership.

In leadership class we do many things such as organize the meetings and our monthly radio programs. We discuss fund raising projects. We learn public speaking and parliamentary procedure.

The FFA has helped me to overcome my shyness. I heard about the FFA from a friend and neighbor Patricia Spell. She told me about the contests one could attend and of the teachers. I had to join such a great organization so I did and I've never been sorry.

Tammye Merryman
Reporter

Fairbury, Nebraska

I am an FFA member and I have read lots of stories of families in FFA. I have one about my family.

Here are six brothers who are Future Farmers. They are Pat Jr., Bob, Max, Mike Edie, Jack Norma, Tim Andy and Kin Alan Swett. Our parents are Mr. and Mrs. Max Swett.

Here is a little about each one of them.

Pat, Jr. is 24 years old and has been farming with Dad since he has been old enough to stand up. He is renting land from our neighbor and from our grandpa and uncle and aunt. He was a secretary of the chapter and is still an active member of the alumni. He was a State Framer.

Bob Max is 23 years old. He has a five-month-old boy and is serving in the Navy in Europe. He plans to go into the hog business when he gets out. He was also chapter secretary.

Mike Edie is 21 years old and serving in the Navy in the Pacific Ocean. Mike plans to help Dad on the farm when he gets out. He served as vice president and secretary of the chapter and was a State Farmer.

Jack Norma, who is 20 years old, is serving in the Marines on an island in the Pacific Ocean. Jack plans to start a herd of cattle and rent land for his crops when he gets out.

Tim Andy, 19, is helping Dad at home in his spare time. He is working for the John Deere dealer in Jefferson. Tim was two years top crop producer in the chapter.

Kin Alan, 17, is currently the chapter president. He plans to go to college and become an ag teacher.

We have one sister, Gena, who is studying medicine.

Tim Swett

Columbia, Missouri

As retiring National FFA Alumni Chairman, I wanted to take just a minute to say that we certainly appreciate the support that you have shown for the FFA Alumni Association since its organization in 1971. We especially appreciate the excellent October-November issue and the coverage which you gave to the FFA Alumni Association. We thought it was an excellent issue giving a rundown on the 50 years of the organization. We take pride in seeing the type of publication that you are preparing for the 510,000 FFA members throughout the country. Appreciated, too, the support of the leadership conferences sponsored by the National FFA Alumni Association at the National Convention. We were very pleased with the FFA members' response through their attendance this year. We are certainly looking forward to their continuance and possible expansion for next year's National Convention.

In the spirit of FFA Alumni . . . Supporting Vocational Agriculture.

David C. Thomas
Midcontinent Farmers Association

Fargo, North Dakota

First, let me congratulate you and your entire staff for putting together an outstanding commemorative 50th anniversary issue of *The National FUTURE FARMER* magazine. It is an issue that members should cherish and long remember.

Presently, I am a teacher educator at North Dakota State University, Fargo, North Dakota, where I teach courses about the FFA to student teachers. I should like to request a favor of your magazine. The center insert entitled "The FFA Today" consisting of the 16 blue colored pages, I feel, would be an asset to my students as they study about the current FFA organization.

Please send 40 copies of the insert and charge the cost to our department.

Lawrence F. Helt
Assistant Professor
Agricultural Education
North Dakota State University

These inserts are available for 10 cents each to cover paper, printing and shipping.—Ed.

Coffeyville, Kansas

We were surprised and pleased to see in the regional edition of the December-January issue we received the article about buffalo. We were disappointed, however, that an address was not given so readers could write for more information. If your office receives inquiries concerning the possibilities of buffalo ranching, our address is P.O. Box 643, Coffeyville, Kansas 67337.

Now for a personal note. We are an FFA family. Our two sons and daughter were active in FFA during their high school years. As a direct result of their training received in the FFA program, they were qualified to secure good jobs directly out of high school. All three are welders and still have an active interest in our small ranch and herd of buffalo. I want to take this opportunity to thank you for the Future Farmers of America and for its very important role in helping my children grow into responsible adults.

Belle Stapleton
Secretary-Treasurer,
American Buffalo Association

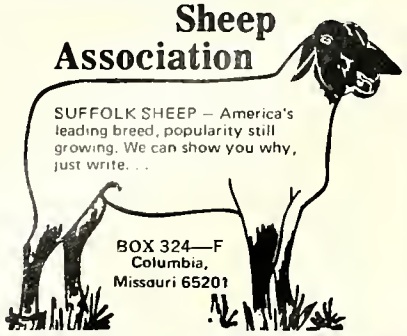
A FREE OFFER FOR PEOPLE WHO WANT TO SEE THE WORLD.

If you want to see the world, this coupon could be your free ticket. It could also help pay your way through college, or get you training in one of over sixty skills. It could open up entire new horizons, not just in travel and experience, but in leadership and maturity.

Send it now and we'll send you our booklet, The Navy Adventure, and The Complete CB Handbook. (There's no obligation and it doesn't cost a penny.) You'll learn what kind of opportunities are available in the Navy.

NAVY. IT'S NOT JUST A JOB, IT'S AN ADVENTURE.

National Suffolk Sheep Association



SUFFOLK SHEEP – America's leading breed, popularity still growing. We can show you why, just write. . .

BOX 324—F
Columbia,
Missouri 65201

CHEVIOTS have what it takes:
- To survive lambing hazards;
- To develop desirable carcass weights on milk and grass alone;
- To impart these qualities to less fortunate breeds through crossing.

American Cheviot Sheep Society
Henry Kuykendall, Secretary-Treasurer
RR#2, Lebanon, VA 24266

FREE FACTS on Home-Study Course
GAME WARDEN
GAME HUNTER, FORESTRY AID, WILDLIFE MANAGER

No job openings now, but qualified men who love outdoor work have taken our home-study course and gotten these jobs. Protect forests and wildlife — arrest violators! Good pay, security, prestige and authority for respected career Conservation Officers. Easy home-study plan! Send for FREE FACTS. State your age.

NORTH AMERICAN SCHOOL OF CONSERVATION
4500 Campus Dr., Dept. QE018, Newport Beach, Calif. 92663

FREE BOOK
"1001 Things You Can Get Free."
with each set of 13 pkts. of garden seeds
$2.95 each set or 2 for $4.95
Limit 2 sets — Free Catalogue
Money back guaranteed immediately
BARGAIN SEED
Box 91073D Louisville, KY 40291

One of A Kind

There is only one official supplier of FFA merchandise. It is National FFA Supply Service, Alexandria, Virginia.

- **Owned by FFA**
- **Operated by FFA**
- **For FFA**

That's right. Totally owned by FFA members and operated for them. Controlled by the National FFA Board of Directors and National FFA Officers.

All income above the cost of operation is used by the organization for the benefit of FFA members—not as profit to any individual.

Don't be mislead by companies trying to commercialize on the name and emblem of FFA. If it is not from the National FFA Supply Service located at Alexandria, Virginia, it is not official.

Your advisor is mailed a catalog each summer. See him to order your FFA items.

Support FFA! Order from the:
National FFA Supply Service
P. O Box 15159
Alexandria, Virginia 22309

Looking Ahead

Agriculture

LOWER PLANTING RATES FOR MOST soybean growers are being advocated by University of Missouri agronomists. Their recent study showed that rates of seven seeds per foot—about half a bushel an acre—consistently outyielded heavier seeding rates. In trials, comparing 7, 10, 13 and 16 seeds per foot of row, yields from the lowest planting rate were 41 bushels to the acre as opposed to 38-39 bushels per acre at the other rates. Lower seeding costs, less lodging and faster harvest might be additional benefits of the lower rate.

SOLAR ENERGY HEAT COULD prove logical for individual-type shelters for dairy calves if research underway at South Dakota State University is an indication. "We've found that the inside of the hutches can be made warmer—by a maximum of about 35 degrees—by using a clear plastic side that faces the sun," says one researcher. An insulated air space and brick wall painted black directly inside the plastic are currently being tested as a solution to the problem facing many forms of solar heat—that of heat storage for nighttime.

ABOUT HALF THE AG BANKERS responding to a recent survey said that the quality of their farm loan portfolios in mid-1977 was about the same as a year earlier. The other half was about evenly divided between reporting increased and decreased quality. Higher quality was reported by the majority of responding bankers in the Northeast, Corn Belt and South. Lower quality was reported by a significant majority in the Plains and West, where declining farm income was attributed mainly to continued drought and sliding wheat and grain prices.

TECHNIQUES FOR OBSERVING BLOOD FLOW in the hooves of horses are reported from Texas A&M University. Procedures adapted from human nuclear medicine enable scientists to determine blood distribution and flow rate without damaging the hoof or drugging the animal. It involves injecting a radio-active substance into the horse's bloodstream, then following its course through the hoof with special instruments. It's hoped that the new methods will be a big help in the evaluation of methods of treating laminitis or founder, a major crippler of horses.

ERADICATION OF THE BOLL WEEVIL is the goal of cotton growers in Virginia, North Carolina and parts of South Carolina as they join with federal and state officials in a trial program early this year. The program will combine biological, cultural and chemical controls working together in a manner that maximizes the pest control benefits of each technique, while minimizing any harmful environmental side effects. Expansion across the Cotton Belt is planned for the project if it is successful.

IT TOOK SOME DOING, BUT the biggest tractor ever to set tires in the University of Nebraska Tractor Test Lab was squeezed in and tests have begun according to recent reports from Lincoln. Although the huge Allis-Chalmers 8550 tractor (at right) isn't rated quite as powerful as some tractors that have been tested at University of Nebraska, it does have the largest dimensions. The exhaust hood in the test lab even had to be removed to make it fit. The new tractor is 22 feet long, 12 feet wide and almost 13 feet tall.

YOU TALK, WE'LL LISTEN

PCA . . . totally committed to agriculture for over forty years. Totally committed to our customers . . . their plans, their goals. When you have a plan and need financing to make it happen, talk to us. We'll listen.

Production Credit Association

PCA is proud to sponsor the development of your new FFA STUDENT HANDBOOK.

Photos by Author

David Costa believes there is a future in agriculture and he plans to be a part of it.

Cover Story

Success is Sweet For a Star Farmer

By Gary Bye

SUCCESS is sweet for 18-year-old David Costa. Sweet like in sugar beets. David is California's 1977 State Star Farmer and his supervised occupational experience program, which also earned for him the state's proficiency award for crop production, is based partially on his production of sugar beets.

In his senior year at Gonzales-Union High School, David had an interest in 16 acres of sugar beets. Along with his brother Mike, he also produced 14 acres of long red chili peppers, 18 acres of broccoli, 9 acres of lettuce, 9 acres of onions, and 10 acres of small white beans in a 50-50 partnership.

"We rent all the ground from my father on a share-crop basis," says David. "A certain amount of receipts from that crop will go for rent. For example, on the beets, we pay 23 percent of the gross profits for rent and on the chili peppers we pay 15 percent. Dad's share will depend on the kind of crop we produce. The processing companies usually advise us on the going rental rates and we pay all expenses."

For labor, the Costas found that their busy schedules worked out surprisingly well. David, who played football and baseball, was available to work after school in the winter. Mike played basketball so could work both fall and spring. When both boys were too involved with school activities to find time for working on the farm, they would pay their father for the work he, or one of his five full time field hands had done.

In addition to their crop projects, the Costa brothers also formed legal partnership with their father, Mr. Anthony Costa, in the ownership of several pieces of farm equipment. Each member has a third interest in two small row crop tractors, a five bottom plow, a tool bar, a sprinkler booster pump, and a mechanical thinner. They also jointly own 33,000 feet of sprinkler pipe with ⅛-inch nozzles.

When the boys use their father's equipment it is paid for by the hour, at a rate they have jointly agreed on. "We mainly use our father's big tractor since we don't own one in the partnership."

David says the partnership was formed because of a need for some new pieces of equipment at the same time he and his brother were looking for ways to invest their profits from their farming operation.

The partnership, formed in February of 1975, now owns equipment worth over $17,000 after depreciation has been calculated.

Crops on the Costa farm are normally contracted with a produce company. The company pays for inputs such as fertilizers, insecticides and weed control then pays the grower a certain set price per acre for his crop. David received $400 an acre for his lettuce.

As growers, the Costas are responsible for the ground preparation, irriga-

tion, cultivation and must provide the equipment. They are then required to produce an 80 percent stand or better or the contract can be voided and the crop can be plowed under.

To produce a crop of sugar beets, David says they start with land preparation, in this case, deep tillage with a disc, chisel or subsoiler to soften the ground and let the beets grow straight down. Land is then fertilized and irrigated, followed by bed preparation which entails flattening beds out into a uniform height and width. With the first fertilization, Costas apply Temik, an insecticide to protect the beets from leafhoppers, nematodes and aphids.

The beets are then planted and begin breaking the soil surface about seven days later. Following planting they may be irrigated if needed and then cultivated to destroy weeds and create the proper soil texture for irrigation. The number of cultivations and irrigations depends on natural rainfall and weed growth. Land is chiselled to soften ground and allow the moisture to soak through to the plants easier.

Once the beets are growing they are fertilized with nitrogen once again. Dave says too much fertilizer may retard the development of sugar content in the beet, so fertilizer is applied soon after emergence to allow the nitrogen to be used by the plant for early growth and not the beet development. After the final cultivation, the beets may receive up to six irrigations before harvest.

David says the only disease problem they incur is mildew. To protect against it, sulfur is flown on by airplane. Beets do not need thinning. "We plant to 100 percent stand," note David. "We usually can count on at least an 80 percent successful growth which is what the contract calls for. Because of that we do not need to thin the beets while they are growing."

According to David the family is now looking into the possibility of purchasing their own fertilization equipment. "That would let us apply fertilizer when we want to and do the type of job we want," he says. "If we decide it would let us save on application rates, we'll move in that direction. Also if we buy fertilizer in bulk quantities we might save money that way, too."

David is not only knowledgable about agriculture from the farming standpoint he also has excelled in FFA activities. He has served as a California regional president as well as chapter secretary and president.

Appropriately, David and his brother were on the 1975 state champion vegetable judging team and the 1977 state champion records keeping team. Because of their win in record keeping they both competed in Kansas City at the National FFA Convention in November in the National Farm Business Management Contest.

"A lot of the record keeping problems we faced with our own FFA projects gave us an edge when we went to the state contest," admits David. "Many times we came up with our own record keeping problems where we ended up calling the state FFA office or California Polytechnic State University to find out how an item should be entered. So during the contest we could just say 'how would we have done it or how did we do it on our own operation?' It worked out real well for us."

His class salutatorian, David as well as his brother Mike, are all-around students. During his senior year David was captain of the football team and led the team in tackles. In baseball he batted over .300 and won the most improved player award. He was a student council member in a school of 850.

The Gonzales-Union FFA chapter, according to David, is now in the building process. "A lot of the things we've done, like winning judging contests has built interest in the younger FFA members. The organization is definitely going to grow here."

The Costa farm has had a strong influence on David's life. He says his Boston born father began by working on a dairy farm. "He got the chance to start farming small, with one tractor and has just kept growing. It's amazing what he started from and has got now."

But future growth is uncertain. "Now when land is available there is just so much competition for it. Everybody wants it simply for the reason that they just may never get the opportunity to get any again."

David says the biggest change that he sees agriculture facing in the future is the move to cut costs by doing more work in less time. He sees a continued move to bigger equipment, better, more powerful tractors, and larger tillage equipment. He says labor has become more expensive and if the farmer can do more himself, he can avoid potential labor problems.

Both David and Mike plan to farm following their graduation from college. David plans to major in agricultural management. "I've grown up with the farm and it's an interesting life so I see no reason to go anywhere else," he concludes. "I'm going to college just to have something to fall back on in case anything ever did happen to the farm. There is a future in agriculture. Farmers have an incentive to grow more, higher quality crops, simply because the demand is there due to a growing population."

Sugar beets (below) are one of David's major crops. At right, with brother Mike. Their partnership helps when purchasing equipment and in use of their own labor.

Outlook for Agriculture 1978

"No man is an island, entire of itself; every man is a piece of the continent, a part of the main . . . " John Donne, 1624

By K. Elliott Nowels

NO man is an island. That much-used quote, used again by one of the economists in his report at this year's USDA sponsored Food and Agricultural Outlook Conference in Washington, D.C., is an appropriate one for the entire agricultural picture.

It applies to the U.S. in the international picture of agricultural trade. The weather in Europe and the Soviet Union will affect our country's farm exports and ultimately your farm income. Like it or not.

The quote applies even more directly to you in the relationship of your plantings with the plantings of many farmers like you. Will you be a part of those producing an oversupply of crops that will depress prices? Or will your crop meet pleasantly with a good domestic and foreign demand?

There are so many variables—so many outside sources of effects on the farm—that deciding the possibilities of having a "good year" or a "bad year" is a difficult task for the average person. Let's see what the experts had to say in late 1977 about the action of specific commodities this year.

Corn—U.S. corn production based on late autumn conditions is forecast at a record 6,367 million bushels, up 2 percent from last year's crop. Yield figures are forecast at a 91.5 bushel per acre average, which is up about four bushels from a year earlier. Export prospects have improved and will at least match last year's 1.7 billion bushels. This and increased feeding of corn has caused prices to gain from their poor start in 1977. Average prices received by farmers for this growing season will likely range close to $2.00 to $2.20, or about the national loan rate.

Wheat—The hardiness of wheat was again evidenced in 1977 in spite of droughts and floods, this year's crop of 2,027 million bushels is only 6 percent below last year's record. Prospects for wheat exports improved as the weather overseas worsened. This coupled with increased use of the government reserve program helped cause a price rise of 40 to 50 cents on the bushel in the fall of 1977 and it appears that farm prices will likely continue to strengthen during much of the remainder of the season.

Soybeans—Increased acreage coupled with higher yields has resulted in record soybean production this year, probably up 30 percent from last year at about 1,647 million bushels. These supplies and the subsequent lower prices will cause soybean use to expand to a tenth above last season. Prices have increased some since last fall's $4.83 per bushel due to a sharp pickup in both export and domestic demand. Prices received by farmers for all of 1977-78 are forecast to average about $2 below last year's $7 season average.

Cotton—Cotton prospects for 1977-78 are highlighted by sharply larger production, slightly weaker demand and increasing stocks. High cotton prices at planting time prompted U.S. farmers to plant over 15 percent more acreage in 1977. This will depress cotton prices for this growing season, but at the same time improve cotton's position in competition with man-made fibers in the textile market. Demand for it should improve in the last half of 1978 but massive stock precludes much price change.

Rice—The 1977-78 rice marketing year kicked off with a smaller supply, larger export sales, stronger prices and the prospect of some reduction in carryover stocks. Domestic use this year is likely to rise modestly and exports will be up about 5 percent from last year's high level. Overall, prices will likely average 20 to 25 percent above the $6.63 per hundredweight of last year.

Sugar—In looking ahead to 1978, supply, demand and product movement are expected to play a greater role in the market as the domestic loan program and the International Sugar Agreement are implemented. Since September 15, sugar producers and processors have been assured a price based on the support level of 13.5 cents per pound (raw value) for 1977 crop sugar. Returns based on the support price in 1978 are expected to result in higher incomes for domestic sugar producers than would have been possible in the absence of a support program. Production in 1978 will not be greatly different from '77's crop of around 5.9 million short tons (raw value).

Tobacco—Outlook for tobacco is highlighted by a little uncertainty in 1978 as USDA reviews the program for possible legislative recommendations. Unless marketing quotas are reduced, output will continue to exceed use. Prospects are for U.S. cigarette consumption to rise slightly from this year's record high level but our leaf exports are not likely to hold near recent levels. If production is held near the current level and support prices gain as indicated, cash receipts may gain slightly.

Timber—Credit conditions are likely to cause less building in 1978, but the total will still be somewhere around 1.7 to 1.8 million units. This is less than 1977's 1.9 million starts, which was 30 percent above '76. Construction activity is the biggest single indicator of timber demand. Exports of lumber should

(Continued on Page 20)

Plan on Ford for your future

Farming is a great way of life, and it's getting better all the time. Modern equipment is helping to make it that way.

Like the 1978 Ford tractor line. From the 23 PTO hp 1600 to the giant 335 engine hp four-wheel-drive FW-60 shown below, it's the widest range of farm tractor power in the industry.

Wherever you plan to go in farming, there's a Ford tractor designed to help you get there.

Look at the choices:

- 9 all-purpose models, 23 to 84 PTO hp
- 4 advanced flat-deck tractors, 70 to 135 PTO hp
- 4 new 4WD's, 210 to 335 gross engine hp
- 4 orchard tractors, 40 to 70 hp, plus a 32-hp vineyard model

And Ford is the only company that offers deluxe cab comfort on small and mid-sized tractors, from 32 hp on up the line. That's just one more way Ford Motor Company is continuing its 75-year leadership in design and manufacturing.

There is no guaranteed blueprint for success. But, no matter what your goals in farming, it makes sense to plan on Ford. For your future.

Try a Ford on for size!

FORD TRACTORS

Ford 75th ANNIVERSARY

Ag Outlook

(Continued from Page 18)

be fairly strong the coming year, also. Overall, prices for softwood lumber are expected to be down some from 1977's sharp increases, while hardwood lumber prices increase slowly.

Fruit and Tree Nuts—The 1977-78 season will be a banner year for most producers of fruits and tree nuts. Smaller supplies of most citrus crops, ample supplies of most non-citrus and strong consumer demand are expected to keep prices for fresh and processed fruit this season 4 to 7 percent above 1976-77. U.S. citrus production for the '77-78 season is estimated nearly 14.3 million tons—down 6 percent from a year earlier.

Vegetables—Fall fresh vegetable acreage in the U.S. was 5 percent larger than a year earlier, which would mean 6 percent larger tonnage if yields follow the recent historical average. Processing vegetable acreage in 1978 is likely to be moderately smaller as less tomatoes and corn will be needed for expected market needs. Autumn potato production was at 303.6 million hundredweight—1 percent smaller than '76 on an area unchanged from last year. Gradual price improvement may develop, perhaps around $14-plus per hundredweight by April, '78.

Cattle—Total commercial cattle slaughter for 1978 is expected to be 5 to 8 percent below this year. Fed cattle will account for a higher percentage of the slaughter mix next year, so average weights should be heavier. Thus, next year's total beef production, by pound, should be off only 2 to 5 percent. Continuing large supplies of beef, plus large supplies of competing meats, dampens the prospects for a substantial rise in fed cattle prices for 1978. Early in the year they're expected to run in the high $30's to low $40's and should strengthen a little in the spring and trend upward during the remainder of the year.

Hogs—If hog producers carry out their farrowing intentions as reported to USDA in September, pork production during 1978 is expected to rise substantially, perhaps by 10 percent or more. Commercial pork production is expected to be in the neighborhood of 14½ to 15 billion pounds. These larger pork supplies are expected to result in lower market hog prices, perhaps an annual average of $31 to $34 per hundredweight for barrows and gilts, with the strong pressure on the market coming in the last half of the year.

Dairy—Milk production likely will remain well above year earlier levels in early 1978, as many of the forces which shaped this year's increase will continue. Strong gains in output per cow probably will more than offset moderate declines in cow numbers. All factors considered, milk production in 1978 will likely show an increase of 1 to 2 percent. Even with the expected heavy supplies, farm milk prices in early 1978 will average considerably above a year earlier due to the higher support price. Prices later in the year will depend largely on milk production and commercial sales of dairy products but the average will be above 1977.

Poultry and Eggs—Prospects for egg, broiler and turkey industries in 1978 point to increased production and lower market prices. However, with feed prices lower than a year earlier broiler and turkey producers may show a small profit during much of the year. On the other hand, egg producers may be in a cost-price squeeze by next spring with layer numbers and output per layer above '77.

So throw it all together and what's it mean? Herman E. Talmadge, (D. Georgia), Chairman of the Senate Committee on Agriculture, Nutrition and Forestry, summed this year's prospects.

"Even with another year of strong exports and expanding domestic markets, large U.S. supplies of agricultural products will be more than offsetting," he writes in the foreward of a published account of the outlook conference. "While for consumers this indicates a relatively favorable retail food price picture in coming months, it does not provide a basis for any farmer optimism. Farm prices are expected to continue relatively weak and farm income may be down from 1977."

What's This Parity Business, Anyway?

Parity, parity, parity.

It's been in the news so much lately with the farm strike business and all that the poor word's about worn out. But although it has been used a lot, many people aren't sure just what it means.

As an FFA member you may have been asked already "What's this parity business, anyway?"

Parity in its simplest term means "equivalent or equal to." Related to farm goods, parity prices are the prices that will give a unit of a farm product, such as a bushel of corn, the same purchasing power for goods and services bought *by* farmers as it (the farm unit) would have had in a predetermined base period of time.

The base period that was decided on in 1933 with the original policy and that is still being used includes the years 1910-1914. This time period has been regarded as a time of reasonable equilibrium between farmers and non-farmers alike in respect to prices paid and received.

What all this means is that if the money you got from the sale of a bushel of corn would buy you two pair of gloves in 1910, with 100 percent parity prices in 1978, you'd also be able to buy two pair of work gloves with the money off that one bushel of corn. And as with any blanket policy, particularly perhaps with one that old, there are some difficulties.

Remember parity prices reflect only the purchasing power of an individual unit of any given commodity—a bushel of corn, a pound of beef and the like. It does not take into account the changes in quantity of production in the years since the base period, or the possible increase or decline in the quality of the goods that the produce will buy for the farmer.

For example, an acre of corn in 1910 produced an average of 26 bushels per acre. Today that acre yields 92 bushels due to improved technology. If the money earned on the sale of a bushel of corn in 1910 would buy two pair of work gloves, the farmer could theoretically buy 52 pair per acre. With 100 percent parity in 1978—still being able to buy the same amount per bushel (two pair per bushel)—the farmer, due to his increased yields would be able to buy 184 gloves to the acre. Which means his *overall* purchasing power has increased, even though his *per unit* purchasing power has remained at parity.

Needless to say, this article can't deal with every aspect of the parity concept. The implications of full parity on modern life—everyone's modern life—can be far reaching, and discussion of them can be long involved. Understanding enough to keep an open mind may be a suitable goal.

In more ways than one

What's Success? A chance to learn and grow? A good job? Serving America? However you define success, the Air Force offers you golden opportunities to achieve it.

High School Graduates. Active duty is your chance to train and learn valuable career skills. You earn a good salary, great benefits, and 30 days of paid vacation a year.

Golden Opportunity Program. You can work toward a college degree while you're *in* the Air Force—the Community College of the Air Force now has the authority to grant Associate Degrees. It can be a stepping stone to a great future.

College-Bound. Check into Air Force ROTC scholarships. They pay full tuition, most costs, and $100 a month tax-free. If you qualify you could even attend the Air Force Academy. It's one of the finest universities in the country. And all expenses are paid.

Part-Time Jobs. If you're looking for expert training and an extra monthly paycheck, Air Force Reserve part-time jobs are hard to top.

Air Force Opportunities. Decide which area of the Air Force interests you most. Decide if you're willing to dedicate yourself to making a great Air Force even better. If you're interested see your Air Force Recruiter, call toll free 800-523-5000 (PA: 800-362-5696), or send in the attached card for more information.

It's a golden opportunity.

AIR FORCE—A GREAT WAY OF LIFE

BOOTMAKERS COLLECTION™
NOCONA BOOTS
Style #9706.
Benedictine Calf Vamp;
12" Benedictine Calf Top
with California Scallop;
C Heel; No. 17 Toe;
Thin-Line Cushion Shank.
Gila Wilderness, Fall '1977.
The Bootmakers Collection includes a wide selection
of the finest calfskin and exotic leather boots,
styled in our classic tradition of the American West.
Ask to see them wherever quality western boots are sold.
Let's Rodeo
NOCONA BOOTS
NOCONA BOOT COMPANY / ENID JUSTIN, PRESIDENT / P.O. BOX 599 / NOCONA, TEXAS 76255 / (817) 825-3321

FFA's Message on Wheels

Top photo, the exhibit van sits beside Bartle Hall during the National FFA Convention. Below, left, Sky Klontz greets a visitor. Right, FFA member views a display.

"WE WERE looking for a project to rally the FFA Alumni in our state. Someone suggested we outfit a small mobile trailer to serve as an information booth at fairs. We began planning and before we knew it our small trailer had grown to a 40-foot mobile step van and we were headed for Kansas City."

That is how Sky Klontz, Washington State's FFA Alumni president, describes the production of one of the biggest projects ever undertaken by a state FFA Alumni group. The mobile unit is designed to tell the story of how vocational education and the FFA serve the state's overall agricultural industry.

The van is outfitted with 11 display units showing agricultural products and machinery used in their production. One diarama unit uses miniature three-dimensional artistry to portray the transportation that is involved in moving agricultural products from the farm to the consumer. A large state map, illustrated with cartoon figures gives visitors an overview of how farming and agribusiness vary with the state's geography.

Scattered throughout the van are group photos of each of the state's 164 FFA chapters. "The pictures give each member a feeling that the van belongs to him or her and their FFA chapters," says Klontz.

While the van is open for viewing, movies of agricultural interest are shown to the audience, using a built-in projection and sound system with 12-foot screen.

"The van was built to educate. It is really the only place you can go and learn about all of Washington State's agriculture," notes Klontz. "We are trying to make people realize the importance of training young people for careers in agriculture. The average age of farmers in this state is just under 60 years old, and if we don't train students to replace them, we will all be going hungry."

As a secondary goal, Klontz admits the activity is aimed at trying to build support for the state's fledging FFA Alumni organization. "Every organization, in order to get members, has to give them something in return. With this project, we've gone ahead and given the membership something to grab a hold of. Now members are coming out of the brush to be part of it," quips Klontz.

The van is towed from fair to fair throughout Washington and parts of the Northwest by alumni members, who usually remain as hosts to visitors. Space is available in the van for the alumni members to sleep right with their travelling display. Literature concerning the FFA Alumni and Washington State agriculture is provided to visitors.

Outfitting the van began in May of 1977 by Klontz, a display fabrication specialist from Olympia, Washington. He received voluntary assistance from other FFA supporters, one of whom had worked as a staff artist for Walt Disney for 12 years. Including his own volunteer work, Klontz estimates over 1,000 hours has gone into the finished display.

Contributions in excess of $500 were received by the alumni group to help finance the decorating which cost approximately $4,000. One of the key contributions to the overall project was the loan for two years of the 40-foot step van and tractor unit by Carroll Adams Tractor Company, a machinery dealer in Walla Walla, Washington.

Adams, a member of Washington State's agriculture education advisory committee, says the loan was made as a gesture of his company's support for the FFA. "Unemployment wouldn't be a problem in this country if there were more groups like the FFA. We've been supporters of the program for years."

Since the van was completed in October, 1977, it has travelled over 7,100 miles. Over 6,000 FFA members and their guests visited the van each day during the National FFA Convention in Kansas City, Missouri, in November. Another large number visited the van while it was parked at Arrowhead Stadium in Kansas City when the Kansas City Chief's football team paid special tribute to the FFA.

Plans for the van for 1978 include appearances at many local and state fairs in Washington, and other visits to major events throughout the Northwest. Klontz says the biggest problem the group now faces is deciding which shows or fairs to schedule. Some of the out-of-state shows are paid invitations which is important since transporting the van is quite expensive. "We'd like to have the van on display at least 65 percent of the time," says Klontz. "We will if we can find the money for transporting it."

"The state FFA Alumni and Washington's agricultural industry have received a great deal of exposure through this project," says Klontz in summing up the van's impact on Washington citizens. "It is doing what it was designed for. We now have probably the best agricultural travelling unit in the United States," he says.

So by using the physical and monetary assistance of a lot of dedicated volunteers, the Washington State Alumni now has a truly unique promotional display valued at $60,000. As Sky Klontz, who sacrificed much of his own time and money to see it happen, says, "It's not just full of fanciness. It's full of important facts, too." *(By Gary Bye)*

Testing...Testing...

Students examine trash this year's crop pushed through.

At Roanoke—Saving the Soil

Corn stalks, cobs and old weeds. The ground between the rows of corn on Roanoke-Benson FFA's test plot is quite trashy. But that's the object of it all. Conservation through minimum tillage. Putting it simply, Roanoke-Benson FFA Chapter of Roanoke, Illinois, is interested in conserving soil, fuel, fertilizer and time in crop production and the cost effect they can have.

As certain resources on the farm become more scarce, the management of them becomes more important. Hence the trash. It's not very pretty, but it sure holds the soil and keeps the moisture in it.

"That's one reason we started this whole thing," Advisor Mike Nordstrom explained. "It's more than a typical yield experiment . . . this conservation angle is a new twist."

With the help of the local FFA Alumni affiliate the chapter has been collecting data on about 170 acres of varying-sized alumni-owned plots in the community, as well as their own five-acre plot. They've been keeping an eye on any increased amount of weed or insect control it might take to get a good stand, what plant populations might run and the difference in yields. But most of all they've been looking at the savings they are able to make.

William Kuentsler, district conservationist, was among 70-some Woodford Countians that toured the first-time efforts on several plots in 1976. At that time he estimated that because of the slope of the FFA plot—about 6 percent—5½ pounds of soil were probably lost to erosion each year for every pound of grain produced under conventional tillage. With no-till the figure would drop to about 1.1 pound per pound of production.

"He said we probably saved about six tons of soil per acre

At Flanagan—More Per Acre

One can't help but be impressed with the complexity of it all. Imagine developing a brand new plant variety—a high yielding, disease resistent soybean that your neighbor planted 20 acres in this year—and being able to remember when it was all just several seeds rolling around in your hand.

Yet that is what the members of the Flanagan FFA Chapter in Illinois essentially have done in their testing of commercial varieties and crossing of experimental ones. It all fits together as part of their contribution to the improvement of crop production techniques in their region of Illinois.

"We're concerned primarily with yields," said Howard Cotter, advisor of the Flanagan FFA. "We try to recognize the problems in crop production in this area and establish some goals and objectives with methods to achieve them."

In 1967, ag students at Flanagan set down five yield-related problems, or facets, to work on with their research. They included weed and grass control, insect control, variety, plant population and fertilizer. Each class and each year since seems to have brought the chapter a little closer to the answers.

This year, on a one-acre plot out behind the school bus garage they raised samples from 102 commercial varieties of corn, 66 experimental corn hybrids, 50 public, private or experimental soybean varieties and a soybean nursery for genetic research purposes. They inspect the harvest for signs that point to improvement in the five problem areas.

Since an acre's a rather small plot from which to pull any conclusive information, the chapter holds several meetings of the farmers in the area during the year to find out what their experiences have been with different chemicals and varieties. This information—complete with percentages of good and bad performance of brand name supplies—is printed and distributed yearly. This may be standard procedure for a number of chapters across the nation but the thing that makes the book, and in fact the whole project, different from others is the genetic testing.

Genetic blend, heterozygous backcross, hybrid vigor—strange words that don't mean much to a person initially. What brings it all to life is the hands-on experience of specially pollinating a plant and watching it produce a seed that, when planted, will produce a new kind of soybean plant. A plant that might excel just a little bit more in a certain way and thereby yield more.

For instance, individual bean size was studied by the group. In comparing eight small-seeded varieties with their large seed counterparts, it was found on the average the large seed yielded 44.3 bushels to the acre while the small yielded 41.2—an advantage of 3.1 bushels to the larger seed.

In itself, 3.1 bushels per acre may be considered a small difference, but bean size is just one characteristic that Flanagan FFA'ers look at in a soybean. Others that affect yield are lodging, standability, plant height, number of bean pods per plant and potential for resistance of Phytophthora Root Rot—a fungus known for its damage to the crop. All these must be studied to learn which varieties excel in what. Then gradually, over a period of years, by careful cross-pollination, the desired qualities may be obtained and result in an improved variety.

Testing...1...2...3...

on some of that plot, depending on the slope," Nordstrom explained, adding that the loss would also have the side effect of raising fertilizer costs, due to loss of the available nutrients that went down the hill with the soil.

Time was another conservation factor explored by the FFA and alumni. Time is often money and those trips across the field take a lot of time that might be spent better doing something else. The Roanoke-Benson group found that conventional tillage currently takes about 4½ man hours per acre, compared to a no-till time of about 40 minutes to the acre and minimum tillage times varying in between. If you plant two or three hundred acres, labor costs can mount rather quickly.

The chapter's tests have shown that yields can be as high with minimum tillage as with conventional. More likely than not they will be somewhat less—perhaps a sacrifice of up to 15 bushels per acre—perhaps more. In 1975, with conventional tillage and crop conditions that some say were "near perfect," the plot yielded 162 bushels per acre. With no-tillage in '76 the same five acres went to 148 bushels per acre, more due to adverse weather than anything else according to Nordstrom. For the season just closing, two passes with a disc were made before planting, and the yield moved to 121 bushels per acre.

An overall accomplishment of the tests has been the stimulation of thinking and discussion on different methods. Opinions on the tests vary as much as the practices used from year to year. Even individual ideas are subject to constant revision.

"Right at first I thought it was all right," sophomore Wayne Leman thought back. "Then I started to look at it more closely when we were planting and thought to myself, 'we must be nuts—out here planting in the clods and the trash! . . .' but the way it looks now, the yields should turn out all right."

Curt Hodel, junior, doesn't think he'll no-till on the farm right now, but the future might be different.

"Maybe in five years when fuel costs continue to go up," he admits, "that's when it (minimum tillage) is really going to be used more wide-spread."

"I think if you're gonna use it I'd alternate years though," Steven Byrd, junior, threw in. "Plow it one year and use minimum tillage the next."

"Moleboard plowing?" Wayne asked, feigning horror. "Well, it'd wash on that slope . . ." He was ready for a friendly disagreement.

"We argue about this at least once a week." Steve turned and said aside to the interviewer, then attended to Wayne. "Well, you're gonna really pack the ground if we use that heavy Miller disc." In the end the test plot committee will likely decide what to do with the advisor's guidance. "I doubt very much if we'll plow it . . ." Wayne said before Steve interrupted again with "Oh, I think we ought to."

The students get the results, hear the conservation agents' reports, gather the data then argue over what it all means and the direction that should be taken from here. And Advisors Mike Nordstrom and John Hatzer provide information, offer encouragement and occasionally play devil's advocate, smiling a smile that comes from knowing that you're making a difference in learning.

"I think this is the thing we're getting across here from the farm management standpoint," Nordstrom said. "The fact that just because 'this is the way it has been done in the past' doesn't mean it has to be done that way always.

"I think it's really beneficial when a person can learn to explore new ideas for handling any operation."

Wham, a variety named by Cotter, is such a breed. In the admittedly limited local trials, Wham topped 70 bushels to the acre. Since those first few plants, Wham has grown in seed availability and is being grown in limited amounts by some farmers in the immediate area around Flanagan. Initial field yield reports have been good and the seed continues to be a fast-moving item at the local elevator where it's being rationed out. Any proceeds the FFA chapter receives from these sales is plowed back in to their research fund.

"Wham was planted in several different locations this past year and did fairly well," said Cotter. "About 60 farmers are planting it this year and we'll know more after that."

Is all this stuff applicable for the students? For many the answer is a definite "yes."

"I plan on farming as far as I know right now, so I know this is beneficial to me," chapter president Steve Schneider said. He's the sixth Schneider brother to be in the Flanagan FFA and the fifth to be president. A senior currently, he plans to attend Illinois State in the autumn.

"Ten years ago, 25 or 30 bushels per acre beans would have been good around here. Now we've got varieties testing out at over 70 bushels per acre," he emphasized. "Even on the farm they're getting 50 to 55 bushels."

Steve says everyone pitches in to get the work done with many students using their free periods to work. A sense of doing something for the community seems to prevail and has been emphasized.

"These tests have definitely had an effect on our local area," Steve said. "It seems like before when a chemical or seed salesman came around, a farmer would buy something blind. Now they really pay attention to this data we collect. There are people that come from all over the state to these meetings."

Inside the little publication summarizing the year's findings is one sentence that is noted as a sort of research motto. "Tell it as it is or let the plants speak for themselves!" it says. Increased yields seem to be what the plants are shouting with the help of the Flanagan FFA.

Steve Schneider puts a test bundle through the separator.

In 1929 we led the way in farm fuels.

A half century ago, tank trucks were not equipped with pumps. So Standard Oil men used five-gallon containers to transfer fuel for early tractors. (Note also the mechanical counter on the truck to count the containers filled.)

Farm machinery has come a long way. And so have Amoco® farm fuels. For all gasoline-powered equipment, there's a whole family of quality gasolines including Amoco® Regular. And Amoco's lead-free leadership gives you a choice of famous lead-free Amoco®. . . or of Amoco® Premium Lead-Free, for cars and trucks that need higher octane to run the way they should.

For modern diesels, there's Amoco® Premier diesel fuel, specially fortified with D-Guard. It helps protect against rust, corrosion, gum deposits, and filter-clogging. And it's high in cetane for fast starts and smooth, dependable power with less smoke.

And of course, there's the Amoco® farm fuels Final/Filter.™ It helps to protect your vehicles against any dirt and water that may have accumulated in your storage tanks.

49 years later, we still do.

All your Standard Oil Distributor's products are backed by the company with more than 75 years' service to farmers. And we will continue to serve you in the years that lie ahead.

You expect more from a leader.

STANDARD

(SO) Standard Oil Division of Amoco Oil Company

Newton now owns a brand new combine.

TO FARM Newton Conklin's Conquest

By Gary Bye

WHAT does it take to be a state Star Farmer in the FFA? Every state is different, of course, but in Montana, Newton Conklin of the Conrad FFA Chapter is one who demonstrates the combination of ambition, ingenuity and fortitude often shared by those 50 elite individuals.

In June of each year for example, Newton's day begins at 5:00 a.m. That's when he makes the rounds of his fields and those of his uncle, Don Keil, with whom he lives, checking irrigation lines. In total, 8,000 acres are irrigated with 110 quarter mile lines of three- and four-inch handline.

Newton returns to his home at 6:00 a.m. to meet with the irrigation crews which usually number one dozen men or more. Orders are given and everyone breaks for another 12 hours of moving sprinkler pipe. At the end of the day, the crew again meets to discuss the day's work and any problems that might have arisen. After they leave, Newton again returns to the fields to make the final check of the sprinkler lines, completing the day's work at 9:00 p.m. The schedule is the same throughout the irrigation season.

But the routine is only part of the whole story. Conklin, who graduated from Conrad High School in Montana in 1976, was also the state's crop proficiency award winner in 1976 and the soil and water management proficiency winner in 1977. He was also all-conference as a high school football player for two years and placed fourth in the state wrestling championships one year.

However, Newton's most outstanding achievements have come on his uncle's farm where he lives and works, and on the 400 acres he is now purchasing as his own. Both farms are used to produce certified wheat, barley and grass seed. The farm is also headquarters for a company called Montana Seeds, Inc. which is involved in crop breeding and expanding supplies of existing grain stocks necessary for commercial production.

"It has really given me an advantage, working for my uncle. When there is a new variety of grain or grass ready for release, I usually get the first chance to grow it," says Newton. There have also been opportunities for learning several aspects of an agribusiness enterprise, including work in the seed cleaning plant and on the farm's large cattle feedlot.

On Newton's own 400 acres last year, he grew 100 acres of Regar Bromegrass, 200 acres of barley and 80 acres of Slender Wheatgrass. All but 40 acres of the land is irrigated.

Throughout his experiences on the farm, Newton seems to have combined a lot of hard work with just enough luck to reach his success level. In June, 1976, when his crops were just beginning to reach their physical maturity, a violent hailstorm passed through the area, flattening his fields. Luckily, all was insured and the insurance company made a proper settlement. Newton, however, was not satisfied to accept the loss. He continued to irrigate the crops and actually harvested enough grain to make a profit. The land in grass production, instead of being cut for seed, was cut as hay for use in the feedlot.

With the insurance money, Newton purchased a new self-propelled combine and in 1977 custom harvested 1,500 acres belonging to his uncle and a neighbor. Another example of Newton's persistence in producing crops occurred in 1977 when the West was experiencing problems of extreme drought. Farmers were completely shut off from irrigation water. The only water allowed through the canals was that used by stockmen for their cattle. Things again looked grim until Newton noticed that a sizable amount of water from a nearby cattle operation had spilled over into his reservoir. He called and received permission from the local irrigation board to use the waste water, and his irrigation system was back in business. Yields destined for huge slumps, were slightly lower than normal.

"It was one of those things that could have been easily overlooked by a poorer manager," says FFA advisor Van Shelhamer. "Newton is quick to take advantage of ideas that will improve his farming program."

The 400 acres Newton farms is be-

(Continued on Page 44)

Advisor Van Shelhamer, right, discusses the farming operation with Newton.

Before you buy any tractor, comfort—and value.

See the IH Series 86 tractors at your Dealer now.

You owe it to yourself to check out a new IH Series 86 tractor.

This is the most successful new tractor line in years.

Today farmers like you are looking for more power and comfort—and in the IH Series 86 tractors they get it!

Here is even more of the reliable, high-torque power IH is famous for.

And it's combined with a Control Center that's tough to match for comfort, convenience —and quiet.

The IH 1086, for example, was officially rated at a hushed 78.5 dB(A)—and that's really quiet!

Official tests also showed that the 131.4 horsepower diesel in this 1086 has a 31% torque rise—extra lugging ability to save you shifting and time when the going gets tough.

Controls in the IH 1086 are in handy consoles at your fingertips. There are up to 14 separate monitoring devices to alert you to service and maintenance needs.

Stop by your IH Dealer and look over all six models in the IH Series 86 line—from 86.1 to 161.5 pto horsepower. Once you do we think you'll agree: Power never came with so much comfort—or value.

compare IH® for power,

It takes discipline, patience and love to provide . . .

Guiding Eyes For the Blind

By K. Elliott Nowels

A senior girl squealed with delight, an older teacher found herself smiling and the assistant principal sighed with a hint of exasperation. George was back in school again.

It's not what it may seem, whatever that is. George is actually a three-month-old Labrador Retriever back to Buckeye Valley High School for his every-so-often dose of mass humanity, activity and attention that even a Christmas morning wind-up toy would envy.

George needs this early schooling if he is going to be of proper use to his future sightless master as a guide dog, and the members of the Buckeye Valley FFA Chapter in Delaware, Ohio, are helping to make sure his education is well-rounded.

"Guide dog" is the generic term associated with the specially trained dogs used as "eyes" by their blind masters. The Buckeye Valley FFA Chapter is cooperating with one company that produces them—the non-profit Pilot Dogs Inc., of Columbus, Ohio—to assist in meeting the demand for friendly, well-mannered dogs.

"We provide a kind of basic training for the dog," said Bob Pennington, chairman of the chapter's guide dog committee. "They have to learn to be around people and not get nervous or

(Continued on Page 34)

Rob Harter and his Vizsla, a new breed in the program, take a break.

Smokey learns more about the "heel" command from pre-trainer Megan Preston.

Eric Evans and George, a yellow Labrador, meet some new friends in the cafeteria.

Dave Johnson, Vice President of CENEX

A career in co-ops

puts your farm experience to work

Take Dave Johnson, for instance. He's Vice President of the Agri-Products Division at CENEX with executive responsibility for distributing plant food, ag chemicals, seeds and feed to over 400,000 farmers in 12 states.

Dave was raised on a Minnesota farm, served terms as President of his FFA chapter and as a district FFA officer. He considers his FFA experience as valuable preparation for his position.

This high opinion of FFA activity is shared by scores of former FFA members who now hold management and specialized professional positions at CENEX. They are in public relations, accounting, financial services, advertising, market research, agronomy, personnel training, and many other satisfying and challenging jobs. We could hold a big FFA reunion at CENEX.

For all of those positions a farm-FFA background is valuable because it helps in understanding the needs of the people we serve—the American farmer.

If you would like to stay close to farming, without actually farming, consider a career in cooperatives—specially CENEX. It's a job for which you have experience.. *before you start.*

For information write: *Personnel Department, CENEX, P.O. Box 43089, St. Paul, Minn. 55164.*

CENEX® Where the customer is the company

Pilot Dogs

(Continued from Page 32)

anything. That's why we bring them to school every now and then, so they'll be used to being around a lot of people."

Getting used to riding on the floor of a car, being inside many different kinds of buildings and putting up with other animals of less discipline as well as all sorts of curious people are just a few things to get used to. The love and training the dog receives from his member-owner during his formative months will help him deal with all these things he will have to face with his blind master at a later date, when mistakes could endanger either of them.

"It takes patience and a lot of supervision from the members," said Duane Van Sickle, one of three advisors at Buckeye Valley. "It's a lot of responsibility for them." He sees the activity as an opportunity for some students who don't yet have an animal project and also as a good community service project.

"We kind of felt it out to begin with," Van Sickle explained. "I found out about it through my affiliation with the Lion's Club and we then got Smokey, the first dog, last May. Now we have a waiting list for them."

Another dog followed shortly after the first and in early October five more students each picked up a dog at the Pilot Home. Now they're busy keeping records on height, weight, feed and medication, as well as making sure the puppies are properly house-trained and taught the basic commands. This pre-training lasts until they are one year of age. At that time the dog is returned to the trainers at Pilot Dogs, Inc., where they go through extensive professional training for three to four months.

If after this training the dog proves to be of the correct disposition, he will be placed with a blind person and the two will be trained together for an additional four weeks during which time they live together at the Pilot Home in Columbus.

This final training starts with the master learning to care for his dog and the two taking short walks together in the company of a professional trainer. The walks and obstacles gradually become more difficult, with the blind student relying more and more on his dog, until finally, the dog and master are able to find their way about the largest department stores, off and on buses and across the busiest thoroughfares by themselves.

A good understanding of a guide dog's valued service can be excellent motivation. Twelve Buckeye Valley FFA members had a chance to learn a little of what it was like to be blind and the value of a well-trained guide dog to a person who is blind when they visited the staff and facilities at Pilot Dogs, Incorporated.

"We got a taste of a blind person's world," said Bob. "They blindfolded us and had us do things like pour water for another person, shake hands and go through an obstacle course." Bob, while blindfolded, had the opportunity to take one of the trained dogs through the obstacle course and was amazed at the dog's ability and control. The experience seems to have increased both Bob's interest and desire to do well in his position as chairman of the new committee, a job that requires much overseeing responsibility for all the Buckeye Valley dogs.

"I make house visits to see the dogs once every two or three weeks to make sure they are receiving the proper care," Bob said. "I also set up their vet check-ups and make sure that everyone has transportation to the veterinarian."

He's even thinking of raising puppies for the guide dog program. "They (Pilot Dogs) are looking for a bitch for me to take right now," he said. "This might make it so we could have our own whole pre-training process in our own area."

Why the need for home-raised dogs with a variety of experiences, as opposed to dogs raised in a kennel? Wayne Mathys, director of training for Pilot Dogs, Inc., explained.

"Home-raised dogs just make a better adjustment as guides than do those from a kennel. The dog needs that love, he needs to be around people," he said. "Our trainers just love to see those 4-H dogs come in here and I'm sure the FFA dogs will be the same way; the kids are giving the dogs what they need." He also indicated that the rural students seemed more willing to give the dogs up after a year, probably due to their increased experience with animals.

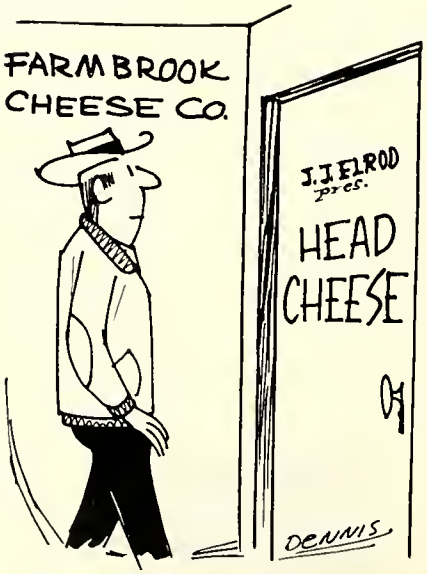
Who says Doberman Pinschers are vicious? Wayne Mathys, Director of training for Pilot Dogs, Inc., gets a wet kiss from a friendly student.

Just then the phone rang and Mathys answered. He listened a minute, conversed a bit, then hung up. "Some lady from Pittsburgh," he said. "She wanted to give us 12 German Shepherd puppies." It provided him with an excellent opportunity to explain that not all donated dogs can become guide dogs, that in fact, only four out of every ten dogs brought to the attention of Pilot Dogs, Inc. for donation to the program make the grade as a Pilot Dog. Their own new breeding program is offering a higher average return. This is when selected dogs are bred and their pups are placed in foster homes—like those of FFA members—until they are a year old.

Labrador Retrievers, Boxers, German Shepherds, Doberman Pinschers and Vizslas are the only breeds that are currently accepted for training because of their size, even temperament and willingness to work.

Mathys, who at one time was an FFA member himself, is pleased to see his former organization involved, especially since 300 good dogs are needed yearly. The number will rise when Pilot Home's training capacity doubles to allow 24 students and their dogs to stay every four weeks. That project is not far from completion.

"I would like to see other chapters and other kids getting involved," he said. "If this thing expands along with us I think it would be great."



Pay & Benefits

If you enlist in the Army, you'll start with good pay, a long list of skill-training courses to choose from; 30 days paid vacation each year; the opportunities to travel, to continue your education, and eligibility for veterans' educational benefits. For more information about all the opportunities in today's Army, send the postcard. Or call 800-431-1976 toll free. In NY call 800-243-7014.

Discipline.

"Before I came into the Army, I was scared of the discipline. But I'm a distance runner and I know discipline is caring. It's a habit of caring. Wanting to do things right, wanting to study, to know more about what you're doing, wanting to look good, and give a good impression of yourself. It's the will to keep at it, and giving up a few things—especially when people say 'why?'—until finally it isn't discipline at all. It's just what you do every day."

SP4 Mike Lovell, Ft. Riley, Kansas

Join the people who've joined the Army.

By Gerald L. Wilkins

The Professional Salesman

THERE'S probably no occupation that offers you more openings and new opportunities each year than sales.

Consider the recruiting on college campuses. At least 25 percent of the job offers have been for positions in sales. Another 20 percent in technical service, which usually involves some selling.

Moreover, many engineers, agronomists, nutritionists, economists and others working in research, manufacturing and other non-marketing activities shift into sales as a continuing part of their professional development. They recognize that some front-line selling experience is helpful in their career development. In fact, it's almost a prerequisite for higher management positions in many leading manufacturing and agricultural supply firms.

"Nothing happens until something is sold."

That's as true today as ever. But, the *way* it's happening is a lot different than in years past. We're now in the era of "consultative, negotiative" style selling. The day of the back-slapping, manipulative, out-talking, over-powering arm-twister has pretty much disappeared.

It has happened because buyers want to do business with professional people and firms that can help them analyze and solve problems.

The new era salesman no longer views his role as selling someone a something. Rather, he views his role as assisting a buyer to buy. He views the buyer not as a customer to be sold, but as a client to be served. As a result, buyers are beginning to aggressively seek out the advice of professional sales representatives rather than concentrating on how to defend themselves against sales pitches.

The new era salesman is finding it is easier to sell someone something they want to buy the way they want to buy it, than to sell something that he (the salesman) wants to sell the way he wants to sell it.

The new era salesman views the buyer as a client to be served, not as a customer "to be sold."

There's a lot more to selling than just knowing your product and getting people to sign on the dotted line. Effective selling involves the dual responsibility of developing and implementing both short term and long range selling strategies. This includes being at the right place at the right time with the right product and service at the right price to satisfy the customer's needs, wants and/or desires.

This is a challenging and generally difficult assignment. The marketplace is in constant change—prices, production, weather, new products, competition and many other factors beyond the control of the sales person. Moreover, different prospects react differently to given circumstances.

To be successful, the new era sales person must be an enabler, a negotiator, an implementor and go-between. He's a quarterback for his company while being a consultant-coach for customers and prospects. He must be a business representative who can communicate ideas to potential customers about how his product and/or service will benefit the buyer, but willing to advise the buyer if his product won't satisfactorily serve that buyer's particular need.

To be an effective salesman

First, know yourself. Why you do what you do the way you do it? What turns you on? What turns you off?

If you know yourself you can more effectively analyze your own strong points and capitalize on them while, at the same time, target your weak areas and seek to strengthen them. Know yourself and you'll be better able to analyze your customers and prospects and interact with them properly and effectively.

Attitude. It's critical. Your attitude toward life affects what you do. Attitude determines action, and action determines results. This applies to everyone, irrespective of job or occupation. But, it's especially critical for persons in sales. As Ralph Waldo Emerson said, "You are what you think about all day."

What about academic work? College isn't necessarily a requirement for a job in sales, but it helps. And, if you want to go with a national or state-wide agribusiness firm, it's pretty much a prerequisite.

What courses should you take if you're going to be in sales? Technical courses, of course. But, you must learn to communicate, too. Take courses in public speaking. Cultivate a good speak-

(Continued on Page 60)

Gerald L. Wilkins heads the Agri-Management Resource Group, an affiliation of independent professional consultants and specialists in agribusiness marketing and management, headquartered in Eustis, Florida. In addition to training programs in sales and marketing communications, he also does freelance business writing and photography. For over a dozen years he headed the editorial operations of Century Communications, publisher of Agri Finance and Agri Marketing magazines, Skokie, Illinois. While a student he was a member of the Rossville, Indiana, FFA Chapter, served as a state officer and received the American Farmer degree in 1953.

Do you know where your future is?

Trouble is, nobody's going to plot it out for you. Whether you know it or not, you are setting the irreversible course right now. And you always will—because it's always the 11th hour. There never will be a time when you aren't faced with some sort of important personal decision that simply won't be put off.

Realizing this early in life can make all the difference—whether you end up designing machines to be more productive (which could bring your future and ours together) or find a different way to make life better for yourself and others.

The important thing now is to train your eye on a worthy goal. There's so much to do... and it's always the 11th hour.

When Case brought out the first steam engine for agricultural use, a pioneering tradition was begun. Today it includes 14 models of Case 2-wheel and 4-wheel drive tractors. The 300-hp tractor pictured here is the latest Case 4-wheel drive design for agricultural service—a technology we introduced in 1964.

J I Case
A Tenneco Company
Agricultural Equipment Division

TENNECO

doing something about it.

case

The Peace Corps

With an overseas volunteer experience, you can sometimes help yourself while you're helping others.

IT has been called "a great adventure in self-development." For many it's a chance to see some more of the world and help some of the people in it. It's the Peace Corps.

Although it hasn't been receiving the publicity it once did, the Peace Corps is definitely still around and currently has 5,700 volunteers overseas, many of them working in agriculture-related specialties.

"You name it in agriculture and we're involved in it," Mike Honegger, recruitment resource specialist, told *The National FUTURE FARMER*. A diverse list of specialties that includes animal husbandry, beekeeping, fisheries, wildlife, agronomy, horticulture, forestry and 12 others seems to confirm his statement.

A different direction that could involve even more agriculture people is now being taken by the Peace Corps under the Carter administration, according to Honegger. He says that within the past several years the Peace Corps had gotten more technical, with more people being sent to other countries for the purpose of doing research and giving technical assistance to agencies of foreign governments—more a providing of services than a transferral of skills.

"The new administration wants to change all that and open up the Peace Corps again to any American who truly desires a volunteer experience overseas," says Honegger, explaining that the focus will once again be more on human needs at the grass roots level, as it was about ten years ago. This is likely to involve more agricultural extension and education for involvement in village development and the teaching of basic skills, ones that are taken for granted in the United States, but are very new to developing countries.

Simply stated, the three goals of the Peace Corps involve learning about a different culture, sharing our culture with those the volunteer meets and providing technical skill and assistance to those in the host country. Whether it's improving sheep production and range management in Guatamala, running a youth camp program in Jamaica or serving as an adviser to agriculture cooperatives in Paraguay, the corps wants the prime factor of the work to be people.

"How you relate to them is what it is all about," it explains in the Peace Corps Handbook. "The Peace Corps is for those of you who sincerely seek to understand the people you will be working with—to learn their language and culture—to vault the barriers erected long ago by geography and maintained today by differences in language, custom, political system and belief."

This is achieved by a "total immersion" into the culture of the host country. Living as they live, eating what they eat and working *with* them. Returning volunteers say that efforts like these made toward "being one of them" are usually very much appreciated and will make the job much easier.

The golden question for many people when being offered a new alternative is "What's in it for me?" and depending on your interests, the Peace Corps offers some interesting answers. There's the travel, of course, to your host country and possibly another or two during a two-year stint. The money ($125 per month plus living allowance) isn't much—until you take into consideration that you won't have an opportunity to spend it, so at the end of 24 months you'll have $3,000 in the bank. But the biggest plus for many is the opportunity for giving of themselves—although many volunteers interviewed upon returning have the feeling that they gained much more in self-development than they gave in assistance.

"Many people think that the connotation of volunteerism and the Peace Corps means money, but it doesn't," said Velma Linford, director of recruitment resources, who is unofficially known by some as the "Grande Dame" of Peace Corps recruiting. "It means that you set aside two years of your life and use your agricultural skills, perhaps those you gained as a Future Farmer, at a higher level than you may

Peace Corps volunteer Stewart Stone, a former FFA chapter president from Omro, Wisconsin, gives ag students in the Philippines a lesson in goat care.

Peace Corps Facts

Requirements:

- must be a U.S. citizen
- although the minimum age is 18 years, very few applicants under 20 have the skills and experience necessary to qualify
- must meet medical and legal criteria

Training:

- lasts from 4 to 14 weeks usually in the host country
- emphasizes language and cultural studies

Compensation:

- monthly allowance for food, lodging, incidentals
- medical care
- readjustment allowance of $125 per month, set aside in the U.S., usually payable at completion of service.
- optional life insurance at minimum rate
- personal satisfaction and overseas career development

ever use them again. This is because you will be moving in with people at village level, where your contribution at times could well mean the difference between hunger or survival for at least half the children in the village," she went on. "And you may become so involved with that kind of work that it may change the direction your life will take."

Even though the number of Peace Corps volunteers taken at the age of 18 is few, it's not too early to begin planning a career that provides for a volunteer experience in the Peace Corps even at a later date, perhaps after you've received your two-year degree from an ag-tech school or have a year of college under your belt. You might want a change of scenery. The Peace Corps is one alternative. *(By K. Elliott Nowels)*

For more information, talk with your local ACTION representative or call Washington, D.C. toll-free at 800/424-8580.

"Let's go back up to the top of the hill and try again . . . !"

Wherever you go Panhandle Slim fits

Denim. It's as Western as ever and so fashionable today. That's why Panhandle Slim created this coordinated look in a wardrobe of styles. Choose plain or fancy pants, vest, jumper, gaucho, skirt, jacket, bibster, or valter (the vest that thinks it's a halter). All in prewashed 100% cotton denim. Pull the look together with our red, khaki and blue blouse striped to match the trim on pockets and cuffs. A terrific look in junior sizes 3-15.

Panhandle Slim®

Where Quality & Fashion Is A Tradition

Westmoor Manufacturing Co. • P.O. Box 2647 • Fort Worth, Texas 76101

To Farm

(Continued from Page 29)

coming his own, as a result of a land purchase he had made in 1973. During his junior high school years, he was given the crop from 14 acres of his grandfather's in return for the labor he performed. From the income on that acreage, Newton was able to make a down payment on the 400 acres he now farms.

Working closely with his uncle, Newton traded labor for the use of machinery. By the time he was a senior he had purchased his own diesel engine and two electric irrigation pumps. He also purchased and installed one-half mile of buried mainline, another one-half mile of portable main line and six quarter miles of sprinkler handline.

The award Newton received in 1977 for proficiency in soil and water management centered on the improvements he had made on his 400 acres. When he began, the acreage was dissected by an irrigation ditch, making the farm difficult to work and causing an alkali problem from its seepage. Newton filled in the ditch after burying one-half mile of irrigation mainline to move the water. The fill added several usable acres of farm land and greatly increased the efficiency of machinery movement in the field. Filling in the ditch also helped

Newton helps with the seed company.

stop the saline seep causing the alkali problem.

In other low spots affected by the saline seep, Newton has broadcast Garrison Creeping Foxtail and Russian Wild Rye, both deep rooting grasses to help dry up the areas. The grasses are then cut for hay each year.

Another problem on the farm was solved by Newton when he piled rocks in a run-off drainage ditch where the water had started to erode away the ditch banks. He has also repaired the field's roads and installed machinery crossings.

Management techniques that Newton says he finds have increased productivity on his farm include handpulling some bothersome weeds, applying herbicides on those that will respond to chemicals, and spraying for grasshoppers when necessary. Grain is normally stored in three 3,300-bushel bins, until market advances are made, thus taking advantage of price rallies. Soil samples are taken regularly to measure moisture from which irrigation schedules are determined. Sprinklers are typically left on for 24-hour sets. Maps are supplied daily to each crew boss with the irrigation sets outlined to assure proper field coverage. Newton is responsible for the entire irrigation program.

One problem the farm is now faced with is the heavy straw layer that is left after each grain crop. They are currently testing a new rototilling method which chops the straw and mixes it with topsoil. This replaces the discing and burning technique used in the past.

Newton says, "I learned early in the business the importance of cooperating with my neighbors." Farmers in the area now are pooling their resources on a group irrigation project and on control of waste water.

Despite his early successes in the field of agriculture, Newton is still seeking ways to improve his understanding of farming. Following graduation from high school he spent two quarters at Montana State University. But he suggests "the best teacher is experience itself."

From the success he has realized to date it looks like Newton Conklin may be passing the test with flying colors.

You can't trust a machine to make a great knife.
OLD TIMER
SCHRADE USA 85R
People make great knives. Machines can't. Each Schrade Old Timer is made with over 100 hand operations. And each hand operation is carefully inspected. For a great knife you can trust.
SCHRADE CUTLERY CORPORATION
Schrade Cutlery Corp., New York 12428.
The Old Timer® by Schrade

COLD CARE

Cold weather brings its own hazards for those who enjoy the outdoors during winter.

By Jerry W. Gill

MANY people enjoy cold weather hunting, fishing and hiking and every winter a number of them suffer pain, permanent injury or death from the cold. In most cases it could be avoided simply by being aware of the dangers and how to meet them.

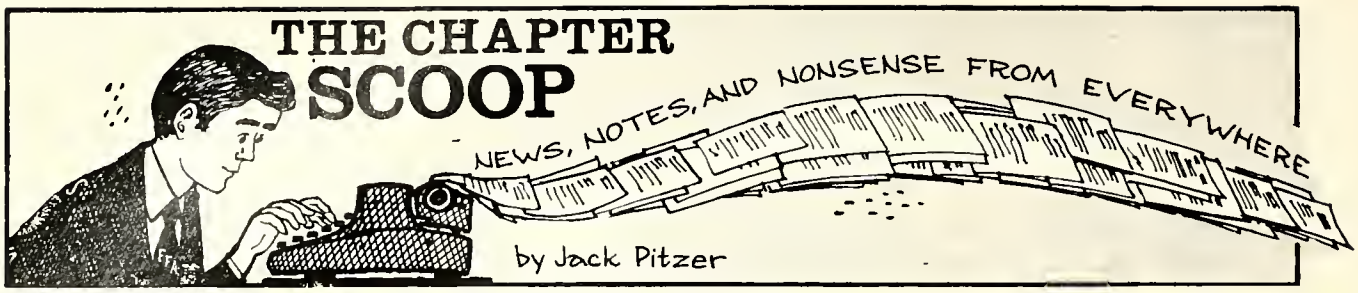
Frostbite. This is the most common problem the winter woodsman is likely to face. Besides being very painful, a bad case may lead to gangrene and amputation. Frostbite is the freezing of body tissue. Most often affected are the face, ears, feet and hands. The best method of prevention is activity. If you are inactive (fishing, waiting in a blind, etc. . .) wiggle your fingers and toes often and keep your face and ears covered if possible. Every so often place your bare hands over your ears and face to help warm them. Never wear tight clothing that might restrict blood flow, and stay dry. An area that is frostbitten will first appear red. Later it will be white and waxlike. Superficial frostbite will feel numb, tingle and hurt; if it is deep there will be no feeling. With deep frostbite thawing in the field can be dangerous so get to a doctor. For superficial frostbite use *warm* water for thawing. Someone not affected should test the water to make sure it is not hot. If this is not possible use another body part. Place hands under armpits, hands over ears and face and place bare feet against the body of someone else. Any time the feet suffer deep frostbite do not walk unless there is no other way to move. Never massage frostbite as this also will damage the tissue and never use an open fire for thawing.

Carbon monoxide poisoning. This is deadly anytime but kills more in the winter. Whenever lanterns, fire, heaters, or internal combustion engines are used inside provide for adequate ventilation. Carbon monoxide is colorless and odorless and usually strikes without warning. The first hint something is wrong may be when you fail, unable to even crawl to safety. Or you may be "lucky" and first get a headache, feel dizzy and sleepy and maybe vomit. In many cases the lips or skin will turn a bright red color. If these signs appear together or alone in the presence of combustion take action immediately! Ventilate the area or leave it. Shut off the source of carbon monoxide. If you find someone already unconscious take them into fresh air but keep them warm. If they have stopped breathing you must start artificial respiration immediately. Get medical aid as soon as possible in all cases.

Hypothermia. This is not so common but is important because it is very dangerous. Hypothermia is lowering of the body temperature. It is caused by long exposure to cold or by sudden exposure to extreme cold. In the first case the individual will act abnormally, feel weak, stumble and finally collapse into a stupor. The major cause of the second type is falling through thin ice into freezing water. In this case the person will usually be in a stupor by the time he is recovered from the water. Both can usually be prevented. Periodic warming in a heated building or with a fire can prevent the slow type. Care can prevent the other. When crossing ice use snow shoes or skis to distribute your weight. If these are not available crawl across the ice. Best of all you can avoid it completely. When someone suffers hypothermia you must act fast because it can kill fast. The body must be rewarmed. This can be done by submerging in warm water or by wrapping in dry warm blankets in a warm area. Breathing and the heart may stop so be prepared to give artificial respiration and closed chest heart massage. If you do not know how to perform these you need to learn. They both can save lives in many situations and are easy to learn. Check with your local YMCA or Red Cross about classes.

Snow blindness. This is a sunburn of the eyes. When travelling an area of snowfall protect yourself. Many people believe that the sun must be bright for snow blindness to occur. Not so! Snow blindness can also occur on an overcast day. If you have any doubt play it safe and wear sun glasses. The first sign of snow blindness is a feeling of grit in the eyes. By this time damage is done but you must avoid further injury. Because the eyes become very sensitive wear dark glasses or a blindfold and rest all you can. Your eyes should heal in a few days.

There are also some general rules to help you. Winds will lower your body temperature faster and will speed the time of frostbite. Stay out of the wind and especially keep exposed skin from the wind. Wearing proper clothing is important, too. Several layers of loosely fitted clothing are better than heavy single layer clothing. If you are working, some inner layers of clothing should be removed until finished. This keeps you from becoming too hot and your clothing from being soaked with perspiration. Once clothing becomes wet it loses much of its insulating ability. Remember too that on extended trips you should drink as much water as for hot weather. You will sweat a lot if you are active. You will not notice it because it is absorbed by your clothing; yet dehydration can occur in cold areas just as in the desert. Never touch cold metal with your bare hands. Besides being painful it can cost you some skin. Many drugs constrict blood vessels which increases the possibility of cold injury. Smoking and alcohol have this effect. If you take any type of medicine, before leaving on a cold weather trip ask your doctor if it will affect you. Perhaps most important to remember is always have someone with you. To suffer any of these injuries can ruin a trip. If you are alone they can mean disaster!



When *Culbertson,* Montana, went to Canada to fish they forgot a cooler full of fish. So the people at the lake sent the cooler back with people from a nearby town. But when those people tried to cross the border, the guards said they had two quotas of fish. Luckily, Canadian game wardens came and let the fish go on. "When we finally got our fish we had a good fry."

N-N-N

Russellville, Alabama, painted 53 Greenhands and five were girls.

N-N-N

The chapter made $100 at the *Marissa,* Illinois, city picnic by charging 25 cents to hammer on an old car.

N-N-N

Sophomore members of *M. B. Smiley* FFA in Houston, Texas, toured Texas A&M veterinary clinic.

N-N-N

Carol Hertzing, reports plans of *Fatima,* Missouri, Chapter to hold their first market hog show this winter.

N-N-N

No wonder members of *Bristol* FFA in Segreganset, Massachusetts, worked so hard in conducting a Red Cross Bloodmobile. Advisor Rines has donated 43 pints of blood in 27 years. There were 29 first-time donors, all students.

N-N-N

Two teams from *Mahoning County,* Ohio, JVS competed in state land and soils judging. One team worked "classification of land for farm use" and the other team for "urban use."

N-N-N

Sandpoint, Idaho, operates a "Santa Hot Line." Kiddies can call this phone number rented by FFA and hear a recorded message of a North Pole operator, one of Santa's elves and the jolly old man himself.

N-N-N

Chaparral, Kansas, Chapter found a remedy for the new problem of excessive cursing. "We have adopted into our by-laws that anyone caught cussing will be fined 50 cents and one bite of soap in front of the chapter."

Here's a couple new requirement ideas for selecting chapter sweethearts. *Liberty Center,* Iowa, candidates had to ride a bucking barrel, halter and lead a calf, drive a nail, take a ribbon off a goat's tail and catch a soapy pig.

N-N-N

Members of *Glendo,* Wyoming, cleaned up hillsides around the town dump as a service project.

N-N-N

Clay City, Indiana, members grew cane sorghum and processed 98 gallons of the sweet stuff.

N-N-N

The cotton judging team for *Madera,* California, has **Randy Armstrong, Kevin Mercer** and **Tim Sheehan.**

N-N-N

Wirt County, West Virginia, FFA-FHA chapters served over 500 at their beef barbeque.

N-N-N

Homer, Louisiana, Chapter awarded certificates of appreciation to parents for their support.

N-N-N

FFA operated a pony ride for school carnival in *Dunnellon,* Florida.

N-N-N

Sterling, Colorado, recommends a chili supper with parent-teacher conferences to let parents get acquainted with the school and its people.

N-N-N

A three-day sales push worked as well as dragging it out for a week in *Oshkosh West,* Wisconsin, Christmas card sale.

N-N-N

At recent Santa Clara fair, *Willow Glen,* California, FFA's shenanigans included steer painting.

N-N-N

Three from *DeSmet,* South Dakota, made an exchange trip to *Latimer,* Iowa.

N-N-N

Keith Brown, reporter of *West Greene,* Tennessee, Chapter wrote to boast about their 100-percent membership of vo-ag students.

N-N-N

And *Olmstead,* Kentucky, Chapter boasts of a 100-percent membership for 20 consecutive years.

Lots of Massachusetts chapters send in news on the special form distributed by their state association.

N-N-N

Old fashioned hayrides are still fun. FFA at *Beattyville,* Kentucky, had one with weiner roast after.

N-N-N

In order to encourage early or on-time payment of dues, *Medicine Lake,* Montana, had a drawing for free dues for a year from all those who had paid by the October meeting. It worked too!

N-N-N

Chapters in *Lawrence County,* Arizona, sponsored a tractor pulling and 4-wheel drive truck pulling contest.

N-N-N

San Luis Obispo, California, hosted the section opening and closing ceremonies contest. First place went to *Atascadero.*

N-N-N

New advisor at *Canby,* Oregon, had to go through chapter initiation along with the 11 new Greenhands.

N-N-N

El Cajon, California, FFA team was leading with six points in the annual football game against *Julian.* Then with two minutes left, *Julian* intercepted, scored a TD and the extra point.

N-N-N

Ray Hawks, reporter for *Bokchito,* Oklahoma, writes of the chapter's plan to produce a puppet show for first through third grades about safety.

N-N-N

Breakfast to feed the eight teams in the *Lisbon,* North Dakota, FFA sponsored wrestling tourney consumed 14 dozen rolls, 40 dozen eggs, 100 cartons of milk and 5 gallons of orange juice.

N-N-N

Leadership team for *Olive,* Oklahoma, FFA includes photographer **Dora Dodrill.**

N-N-N

Lots of news, notes and nonsense came in this time. But there's never too much—especially get a lot from California and Ohio. How about the other states?

If you want more out of life than a living...

You can have a Marine Corps life. Not easy but exciting. Not 9 to 5, but a 24 hour commitment. Not a picnic, but an adventure. You'll be in great shape, work in a challenging job and have a share of pride that's over two hundred years old. If you think that's more than a living, mail the card or call 800-423-2600, toll free. In California, 800-252-0241.

Maybe you can be one of us.

The Few.
The Proud.
The Marines.

Fifth in a series of articles about the history of FFA.

The National FFA Foundation

By Wilson Carnes, Editor

THE support of business and industry for the activities of vocational agriculture students dates back to the days before the FFA was organized. Shortly after the vocational agriculture program was started in 1917, the "Smith-Hughes boys," as the students were called by many in those days, attracted the attention of others who wanted to help support this group that was taking a "learning by doing" approach to education.

This early support usually consisted of prizes and awards for students who won judging contests, premiums at fairs and other recognition. After the FFA was organized in 1928, these awards were made to FFA members. One of the first awards at the national level for FFA members was the Star Farmer award provided by the weekly *Kansas City Star.*

By the early 1940's it was becoming apparent that the FFA could find itself involved in too many award programs. There was fear, too, that too many awards might encourage students to work for awards rather than develop a well-rounded program of farming.

Dr. W. T. Spanton, national FFA advisor, and members of his staff took the initiative in developing a program to solve the problem. From consultations with business leaders, state FFA advisors and others, there evolved the plan for the Future Farmers of America Foundation, Inc.

Basically, the plan of the Foundation was that business and industrial firms, organizations and individuals who were interested in furthering the work of the FFA would contribute funds to the Foundation with no strings attached. The Foundation, then, would set up the award program and prizes would be presented in the name of the Foundation.

To be certain the awards would fit the needs of vocational agriculture and the FFA, the Board of Trustees of the Foundation was to be composed entirely of men working in the field of vocational agriculture.

In addition, there was an advisory committee, composed entirely of representatives of the donors whose function was to advise and make recommendations to the Board of Trustees.

The FFA Foundation was incorporated under the laws of the District of Columbia on March 29, 1944. By-laws were adopted in a special meeting the following week, then when the full board met in Kansas City in October, 1944, the by-laws were revised and re-adopted.

The first contribution to the Foundation, a check for $1,000 was presented by *Country Gentleman* magazine. Most of that first $1,000 was used to provide prizes in 1944 national FFA public speaking contest. Meantime, other contributions came in. In the year ending June 30, 1945, 15 donors contributed $60,403.72.

Although the Foundation was set up to receive funds that might be donated, it was not considered advisable for the Board of Trustees, all of whom were in federal or state service, to engage in any campaign to solicit funds.

The donors themselves solved the problem. A representative of each donor was made a member of a sponsoring committee. Organized in 1946, the committee named H. D. Millhone of the Firestone Tire and Rubber Company as its first chairman.

Most of the sponsoring committee members agreed that the best approach to solicitation would be for an officer of one of the donor companies to take over the job of writing letters and sending out informational materials.

Among the group who regularly participated in sponsoring committee meetings and activities was Mr. Frank W. Jenks, vice-president of the International Harvester Company. The committee asked him to take over the chairmanship and to conduct the solicitation campaign. Mr. Jenks accepted and began, early in 1949, a successful campaign of making direct contacts with potential donors.

Following up on this good example, Mr. John H. Kraft, president of Kraft Foods Company, was elected chairman of the Foundation Sponsoring Committee in 1950. He was followed in successive years by Mr. Raymond Firestone, vice-president of the Firestone Tire and Rubber Company; Mr. Roger M. Kyes, vice-president of the General Motors Corporation and Mr. Chester H. Lang, vice-president of the General Electric Company. This set the pattern of fund raising followed for many years and exemplifies the top level executives who have filled the chairmanship.

By 1953, the FFA's 25th anniversary, the Foundation could count 230 donors and contributions in that year amounted to $174,529. Meantime, a reserve fund totaling $120,208.98, or nearly enough to carry the Foundation through an entire year's program, had been built up.

As the contributions to the Foundation increased, additional awards were provided for FFA and NFA members. In 1950, a practice was started of providing medals for local chapter winners in seven of the award categories.

The FFA Foundation has continued to make changes over the years to provide for an expanding FFA program.

In 1968 the trustees approved the special project concept allowing a sponsor to be identified with the award.

In 1969 several significant changes were made in the Foundation. Mr. Donald McDowell, a former Wisconsin secretary of agriculture, was employed as Executive Director of the Foundation Sponsoring Committee with offices in Milwaukee. The Foundation was re-incorporated with a major change in the composition of the Board of Trustees. The new board is composed of three persons representing Foundation sponsors chosen by the governing council of the Foundation Sponsoring Committee, two teachers of agriculture, two teacher educators, two state FFA executive secretaries, four supervisors of agricultural education and two persons who are members of the Office of Education staff having responsibilities in agricultural education. The national advisor, the national treasurer, the national executive secretary and the national FFA president were also named to serve on the board. The designation of contributors to the Foundation was officially changed from donors to sponsors.

As the FFA reaches its 50th anniversary, the FFA Foundation continues to grow. In 1976 contributions of $838,541.02 were received from 1,446 businesses, industries, organizations and individuals. This represents an 18.9 percent increase in contributions over 1975.

For more information about the Foundation read the history of FFA entitled *The FFA at 50*, available through the National FFA Supply Service, P.O. Box 15159, Alexandria, Virginia 22309, Softback, $5.50 Hardback, $8.00.

This 1950 photo shows the National FFA Foundation Board of Trustees, Advisory Committee (representatives of donors) and National Officers at their meeting in January. John Kraft, Kraft Food Corporation, center, was Chairman.

FFA member Dave River and father, Ross, Maquoketa, Iowa

How to make the family farm support another family.

Your family. You like life on the farm. You like the freedom. And you like to see the results of your work.

Chances are, you've thought about how you and your dad might make room on the farm for another family someday — your family.

When that happens, you'll have two ways to go. You can expand outward. But, how easy is it going to be to buy or rent more land? And then farm it?

Or, you could make your farm grow on the same amount of land with a Harvestore® system. The Harvestore system allows you to harvest more of what you grow, make milk, beef or pork with more of what you store, and handle more livestock with the ease of push-button automation.

Read how others are expanding up with the Harvestore system. Write for a new, free book ... You're Ready. Write today.

Yes, I'd like to learn how a Harvestore system has helped others to expand up.

NAME _____

ADDRESS _____

CITY _____ COUNTY _____ STATE _____

ZIP _____ PHONE NUMBER _____

YEAR IN SCHOOL _____ TYPE OF OPERATION _____
(dairy, beef, hog)

Mail this coupon to:
A.O. Smith Harvestore Products, Inc. Box 395, Arlington Heights Ill 60006

HARVESTORE®
A O SMITH HARVESTORE PRODUCTS INC

FFA in Action

Keep on Truckin'

For the thirtieth year, Artesia, New Mexico, FFA Chapter is driving a new Chevrolet pickup courtesy of Guy Chevrolet Agency in Artesia.

Mr. Clyde Guy began the tradition of furnishing pickups to the Artesia Future Farmers in 1947 when he presented the chapter with a sparkling new Chevrolet truck to use without charge for one year. Each year when the new models come out, Mr. Guy brings a new truck and exchanges it for the old one.

The department makes good use of the pickup each year. The truck is equipped to pull a special trailer, built by FFA members as an ag shop project, which hauls livestock to fairs all over New Mexico. The truck and trailer are also used to transport stock for breeding purposes to various places.

Advisor Tom Cockrell credits the continued high ratings his students receive on their livestock to the ready availability of the pickup. "Some of our students don't live on farms or have access to a pickup to move their animals with. This is not a problem as long as we have good transportation we can furnish," he said.

The pickup is also used to teach safe driving practices needed by farmers and ranchers. "It's one thing to see a film about how to back a trailer, but quite another to be able to practice it," Mr. Cockrell said. Students learn to manage the trailer on the highway and in traffic with careful supervision. The department boasts an almost unblemished record in their care of the trucks loaned to them by Guy Chevrolet. The school district furnishes insurance coverage as an added protection.

Mr. Clyde Guy and his manager, Mr. Allen White, have long been supporters of the farm and ranch related programs both in the school and in the community. Mr. White is also a member of the Artesia School Board. Both have been honored with the Honorary degrees by the Artesia Chapter.

A Capital Idea

In December, Capital FFA in Olympia. Washington, organized "Capital's Corral." It's a baby animal farm containing a pony, sheep, pigs, a dairy cow, a beef calf, rabbits, ducks and chickens.

The purpose of the "Corral" was to provide an atmosphere for grade school children to experience the joys of physically touching the animals and learning what products (uses) come from each animal.

Approximately 100 second-grade students from Garfield Elementary School were bused over to Capital High School to participate in "Capital's Corral." The TV producer from "How Come" (Channel 5) was on hand to film the results and reactions of the children to the farm animals.

As part of the chapter's BOAC program, the baby animal farm was run to increase the awareness of younger students towards the field of agriculture. It was also intended to increase understanding of the relationship between farmers and grade school students. Hopefully, a sense of pride will be developed toward this nation's agricultural industry as a result. *(Harry Argetes, Advisor)*

FFA'ers always have to answer the many questions kids can ask about animals.

Sausage Sales Make Money

Hogs have been an important part of the FFA program for many years, but the Nowata, Oklahoma, Chapter has put a slightly different twist to it. They are outfitting the chapter by selling blue and gold sausage twice a year.

According to chapter Advisor John Walters, "We had two sausage sales this past year and cleared $4,485. We still owed $350 on our metal saw and portable livestock scales and we paid them off. And had enough money left to buy a stock trailer. It is a four-horse covered trailer and has really been a help during the fairs and stock shows.

"Brad Park was our top salesman. He sold about 80 packages in the two sales. One thing that has helped make the sale a success is that it is good sausage and we had a lot of repeat customers."

The chapter uses the portable scales to weigh in stock for the fair and for the spring livestock show. In October the steers that are to be shown in the feeder steer class at the show are weighed. Periodic checks are made during the time they are on feed to determine if they are doing as well as they should. "Next year we want to buy a working chute and at least one of those

(Continued on Page 54)

Mr. Guy White, manager of the Chevrolet dealership, presented the keys for a new pickup to chapter president Gary Fanning, Dwight Menefee, vice president, Denise Vernon, secretary, Kern Horner, sentinel, all standing, and Silvia Collins, reporter and Randy Britain, treasurer, kneeling. This is the 30th new FFA pickup.

Building For A Better Tomorrow

Richard Lowe, Chickasha, Oklahoma
1977 National Home and Farmstead Improvement Winner

Richard has really built for tomorrow through activities in the FFA Home and Farmstead Improvement Program.

Beginning in 1972, he built an addition to the house, installed a fireplace, new piping systems, and bricked the home's exterior. He has constructed fences, sidewalks, a patio-porch, and landscaped the farmyard. He built a corral, pens, and added a variety of improvements to make chore time more efficient, creating a better atmosphere in which to live and work.

In this way, Richard is making a significant contribution toward preparing for the future. And that's what FFA is all about: It's Richard and thousands of others like him, assuming responsibilities now to prepare for the future.

A better tomorrow requires a team effort. And we at Upjohn are enthusiastic about being part of that team as sponsors of the FFA Home and Farmstead Improvement Program.

For Upjohn, too, is made up of many people who are personally concerned about the future of our country, and the world. And we think it's important to work together with concerned individuals, like Richard and his fellow FFA'ers, to make this a better place for us all to live.

If we all work together to build a better tomorrow, then tomorrow will give us a better world.

Upjohn TUCO asgrow Cobb

Upjohn, TUCO, Asgrow, and Cobb Organizations
Agricultural Division of The Upjohn Company
Kalamazoo, Michigan

FFA in Action

(Continued from Page 52)

big livestock dryers to use during the fair and livestock show." *(Charlotte Anne Smith)*

Talents with Tractors

The Eastern Northampton FFA Chapter in Pennsylvania sponsored an area tractor driving contest. FFA chapters in the contest were Eastern Northampton, Bangor, Upper Bucks and Western Montgomery. The contest consisted of a written exam, two obstacles and identification of tractor parts. All these participants had to participate in a county contest. The participant with the fewest points won.

The first three placings received honors. Dean Pysher, who received first, won by a lead of 112½ points. Ben Landis placed second and Charles Long placed third.

The first place team was Eastern Northampton FFA Chapter with a total of 896½ points. The second place team was Upper Bucks FFA Chapter with a total of 1,137½ points. And the third place team was Western Montgomery FFA Chapter with a total of 1,097 points and one disqualification. The contestant who received first place advances to the state level of contests. *(Bonnie Cole, Reporter)*

Making Greenhand Ceremony Mean Something

In the past, the Greenhand advancement program at the Cleburne, Texas, FFA Chapter consisted of nothing more than reciting the prepared officers' parts and handing out of the pins. This year was different.

On October 11, the chapter held a special night meeting with emphasis on their Greenhands and the conferring of their degrees.

The Greenhands invited their parents as guests to witness the ceremony. After the ceremony the chapter held an open house in its new vocational classroom and shop facilities and served refreshments. The advisor was on hand to meet and greet the parents and answer various questions.

The program itself consisted of three parts. The first was a creed contest in which three previously chosen finalists were selected to stand in front of the members and guests and recite the creed. Of the three finalists Danny Richardson, Don Finley and Robert Quick, Robert was the winner.

The second part of the program was an inspirational message given by Vice President Kent Lanham. He told of different degrees FFA members can earn and introduced the Star Greenhand and Chapter Farmers from last year along with one of their Lone Star Farmers and a co-op student. These students gave their testimony about what they had gotten out of vocational agriculture and what it had to offer. Each student's speech was given to inspire every Greenhand not to stop at this degree, but to set their goals higher.

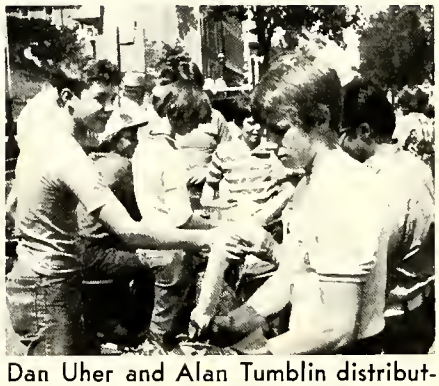
The program ended with the conferring of the Greenhand degree for 41 candidates who received their degree of Greenhand. *(A. D. Wheat, T. Webb, Advisors)*

Corn Cookers On Display

The River View FFA of Warsaw, Ohio, roasted corn during the Cannal Days Festival held in Roscoe, Ohio, to promote Ohio sweet corn.

Also during the Ohio State Fair they demonstrated how to roast corn and then gave it away.

Their procedure is to first soak the corn, husks and all, in water for 10 to 15 minutes. Then place the wet corn on a grill over hot coals for about 15 minutes, turning the corn while it's cooking. *(Robert Doughty, Reporter)*



Dan Uher and Alan Tumblin distributing roasted corn at chapter's display.

"That's a big 10-4 good buddy!"

Grocery Basket Display

The Lockwood FFA Chapter in Missouri participates in the contest of FFA Educational Exhibit Booths at the state fair.

This is the third consecutive year they have won the grand champion chapter exhibit. The title of the exhibit was "Farmer's Share in Your Grocery Basket."

The display featured grocery baskets with prices shown for raw farm products and the prices consumers pay for the finished products. The examples pictured were 2.8 cents worth of corn in a 12-ounce 55-cent box of corn flakes; 2.7 cents worth of wheat in a 33-cent pound loaf of bread; 12 cents worth of potatoes in a 9-ounce 79-cent package of potato chips; 9 cents worth of tomatoes in a 41-cent can; 57 cents worth of cotton in an $8.00 cotton shirt; the farmer getting 48 cents for every $1.00 spent in dairy products; and 57 cents of each $1.00 spent for beef products.

Judges of Dirt

The Rensselaer, Indiana, Chapter captured first place at the state soil judging contest held in Morgan County, near Martinsville, Indiana. There were 49 teams participating in the state contest.

The state winning team consisted of Glen Braker, Kendell Culp, Gregg Kanne and Tom Korniak. They gathered 843 points out of a possible 930. Glen Braker was the top judge on the team and also the top judge overall in the contest. *(Kendell Culp)*

Hee Haw for Money

A donkey basketball game filled with thrills and chills was co-sponsored by the Forest Grove, Oregon, Chapter and the women's letterclub (WLC) in their school.

There were four donkeys, four riders and one walking person to each team. The donkeys were fitted with leather shoes to protect the gym floor and one rope for the riders to hold. The rules of the game were for the rider to keep hold of the rope on the donkey. The only way a basket could be made or the ball passed was for the person to be on his donkey. The walking person could only tip the ball at the start of the game and pass the ball in to a person on a donkey, if a foul was committed, the opposing team had just made a basket, or if the ball had gone out-of-bounds.

The FFA members were playing the girls for the first half of the game. Of course, the donkeys also did their part to keep the game alive. Whenever the person was underneath the basket, the donkey would buck him off, or at any time during the game, he just might put his head down and the rider would in-

evitably slide down the donkey's neck. If the ball was on the floor, the riders would have to get off their donkeys and go get it, but the donkeys would not walk with the person, they would just stand there, as stubborn as a mule! The score ended in a tie, 10 to 10.

The second half had new players—the teachers! The FFA and the WLC put their strengths together against the faculty and won 22 to 16.

The game had a big turnout and $800 was taken in. Everyone who came had a good time watching the game. *(Diane Duyck, Reporter)*

Lion Country Hunting Season

Lion hunting may not be a hobby or interest of every FFA member in the United States, but it certainly is for brothers Bennie and Kim Curtis and a friend Wade Lemon. They are members of the Emery, Utah, FFA Chapter.

Bennie and Kim live in Orangeville, Utah, and Wade lives in Ferron, Utah. They hunt together and have nine lion hounds between them. During lion season weekends, weather permitting, they head for the nearby Manti-LaSal Mountains to hunt mountain lions. Lions are noted for killing sheep, deer, and some elk in their area.

Last spring, Ben and Kim left Orangeville one Saturday morning and drove the family pickup to Joe's Valley and started to hunt in one of the canyon areas. Wade joined them later. The dogs were let out to do the tracking work and the boys followed. After following the dogs for three miles, they came to the lion, a male, which had climbed a pine tree to escape the dogs.

With the dogs tied back, the boys took time for some pictures of the speciman while treed and alive. The lion was shot as planned and it fell from the tree dead.

The lion was taken from the area by snowmobile.

Wade helps his parents run a 400-acre dairy and livestock farm. Bennie and Kim help their father in a meat processing plant. All three members exhibit fat steers at the local junior livestock show. *(J. Keith Albrecht, Advisor)*

District Organization: New Leaders Emerge

Members of the Central District in West Virginia met at the new Buckhannon-Upshur High School one Wednesday in November to organize. Officers were elected and other items of business discussed. Each chapter was allowed four voting delegates.

Each of the nine chapters represented at the meeting had one member elected to a district office.

Other items discussed were the writing of the constitution, which will be done by the Parsons Chapter; developing a program of activities to be done by the Lewis Chapter; and fund raising activities for the district. *(Sandra Harris, District Reporter)*

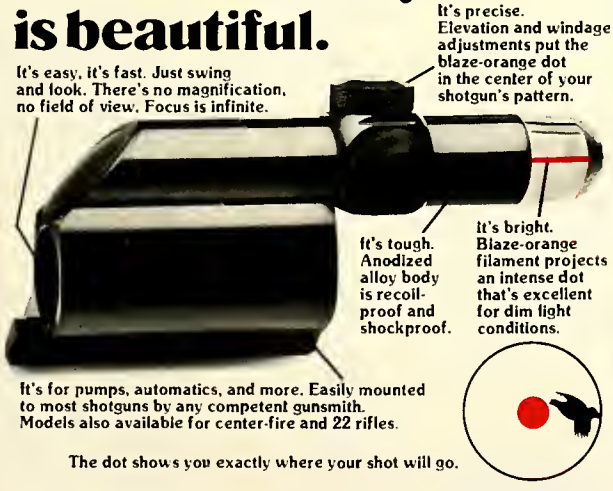
FFA With Family Ties

As every chapter knows, there are some people who always seem to do more than their share. Such is the Burton family of Burley, Idaho. The Burley Chapter has had tremendous help from each member of the Burton family,

Arkansas State officers met pop singer Barbara Mandrell at state fair. From left are Jeff Kirby, President; John Walker, secretary; Preston Smith, vice president; Chuck Mason, vice president; Mrs. Mandrell; Jerry Cobb, vice president; and Doug Brooks, vice president.

(Continued on Page 56)

It may be ugly, but its accuracy is beautiful.


It's easy, it's fast. Just swing and look. There's no magnification, no field of view. Focus is infinite.
It's precise. Elevation and windage adjustments put the blaze-orange dot in the center of your shotgun's pattern.
It's tough. Anodized alloy body is recoil-proof and shockproof.
It's bright. Blaze-orange filament projects an intense dot that's excellent for dim light conditions.
It's for pumps, automatics, and more. Easily mounted to most shotguns by any competent gunsmith. Models also available for center-fire and 22 rifles.
The dot shows you exactly where your shot will go.

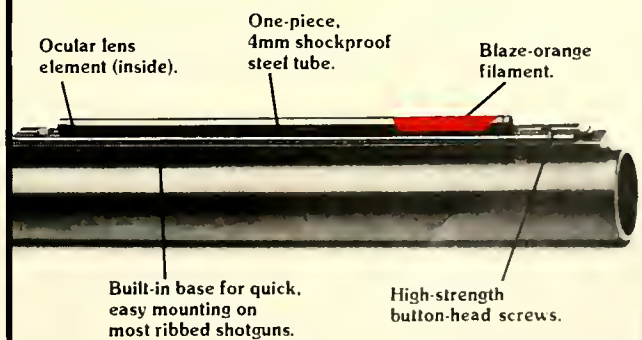
Easy and fast. Just swing gun up, keeping one or both eyes open. Qwik-Point projects a blaze-orange dot right out there on your target. Look into a Qwik-Point. It's an optical sight (no magnification) that shows you where you're shooting as quickly as you can see it. Mount it on a shotgun, rifle, or 22 for improved offhand shooting, whether you're a beginner or a good wingshot. It may not look so hot, but you will.

Weaver's® Qwik-Point®

All made at Weaver's plant in the U.S.A.

Write for free, full-color catalog W. R. Weaver Company, Dept. 93, El Paso, Texas 79915

If you can see the orange dot, then your head's on straight.


Ocular lens element (inside).
One-piece, 4mm shockproof steel tube.
Blaze-orange filament.
Built-in base for quick, easy mounting on most ribbed shotguns.
High-strength button-head screws.

Accurate shooting with Accu-Point is as easy as holding your head up. Swing your shotgun up naturally, keep one or both eyes open, and point. If you can see the blaze-orange dot out there on your target, your head is positioned correctly for an accurate shot. If you don't see it, your head is not positioned properly on the stock. It can make you a much better wing shot. Great training for the new shooter, and a helpful reminder for the veteran.

Weaver's® Accu-Point™

All made at Weaver's plant in the U.S.A.

Write for free, full-color catalog W. R. Weaver Company, Dept. 93, El Paso, Texas 79915

FFA in Action

(Continued from Page 55)

from the boys serving as presidents to the sister serving as the chapter sweetheart.

You might say it all started with Richard, the first son of Mr. and Mrs. Max Burton. Richard was a Star Chapter Farmer and received his State Farmer degree.

Next came Don. He was a Star Greenhand, Star Chapter Farmer, State Farmer and Honorary Chapter Farmer. He held the treasurer's, secretary's and president's offices. He also attended the 1970 national convention and the 1971 International Soil Judging contest.

Then along came Gary. He also was a Star Greenhand, Star Chapter Farmer and a State Farmer. His offices were secretary and president. Like Don, he attended a national convention.

Dennis Burton, the youngest of the family was the last one to try his hand in FFA. He, too, left an imprint as he was a Star Greenhand, Star Chapter Farmer and a State Farmer. His offices were vice-president, Magic Valley district secretary and chapter president. Like Don and Gary he also attended a national convention.

Mr. Burton was always helping in any way possible. He assisted in organizing the Burley Chapter Alumni in 1975. He was the first vice-president of the Alumni Association of Idaho. At this time he is serving as president of the Idaho Alumni.

The female members of the family have also helped the chapter. Mrs. Carol Burton Wells was the first attendant to the chapter sweetheart in her sophomore year. She worked jointly with the FFA as a chapter and district FFA president. Later, she married Mr. K. Wells, an FFA advisor.

Mrs. Burton has stood along side of Mr. Burton, pushing for what they believe in most, helping to prepare today's youth to become tomorrow's leaders. The chapter is in debt to the Burton family for all the work, involvement and genuine interest they have given. *(Scott McCuistion and Tammy Albright, Reporters)*

Adding to the History Lesson

Students enrolling in the history class "Roaring '20's" at Washington County High School in Kentucky are looking at a different aspect of life in the '20's.

After attending the 50th National Convention, Melinda Coyle, vice president of the local FFA chapter, asked her history teacher why he didn't spend a portion of the course on farming in the '20's and the founding of the FFA.

When he replied that he didn't have the information to do so, Melinda accepted the challenge by presenting him with a report depicting farm life of the '20's.

Members Stir the Pot

The Cass County, Missouri, Voc-Tec FFA Chapter, in cooperation with the Pleasant Hill Chapter, made apple butter at the Harrisonville Log Cabin Festival.

The Log Cabin Festival is an annual event in this west central Missouri town honoring the past with a celebration centering around a restored log cabin.

In preparation for the apple butter making both chapters were given duties of getting the necessary ingredients together. The apple butter was started cooking at 6:00 a.m. Saturday and was canned into quart jars at 4:30 p.m. Jars were sold by order that day and the remainder was sold at the Sunday activities.

The chapter peeled 25 bushels of apples on Friday with old fashioned apple peelers borrowed from people in the county. The chapter also located four large copper kettles in the community and filled each one with quartered apples and water. Members brought in fire wood for an open fire.

Over 70 members of both chapters kept the apples stirred at all times until the apples were ready to have the cinnamon and sugar added.

The event raises money for both chapters' activities throughout the year. *(Doug Stephens, Cass County Reporter)*

Safety Hunters

The Housatonic Valley, Connecticut, Chapter safety committee is really roaring with ideas to start the year. They are conducting a community hazard hunt in their school district.

Members are going to visit neighboring farms and homes to see if the farms are safe. Some hazards the members will be looking for are loose or bare wires; electric sockets near plumbing fixtures or near the ground; things blocking doors and exits; loose or broken boards on steps; and nails sticking out of buildings or boards.

The safety committee is trying to promote fire safety throughout their district too and has prepared a survey sheet to be taken to local fire official by an FFA member in each town. "We would like to know the number of agricultural fires each district has been called out to supress in the last three years; the location of the fire, the cause and the estimated damage."

The committee has also produced a home fire survey. It asks the following questions: Do you have a fire extinguisher in your home? Do you have a smoke detector in your home? Do you have the fire department phone number ready? Do you store flammable materials properly? Do you conduct fire drills at home? Do you have approved electrical wiring? Do you have rodents controlled? Do you have smokers in your family?

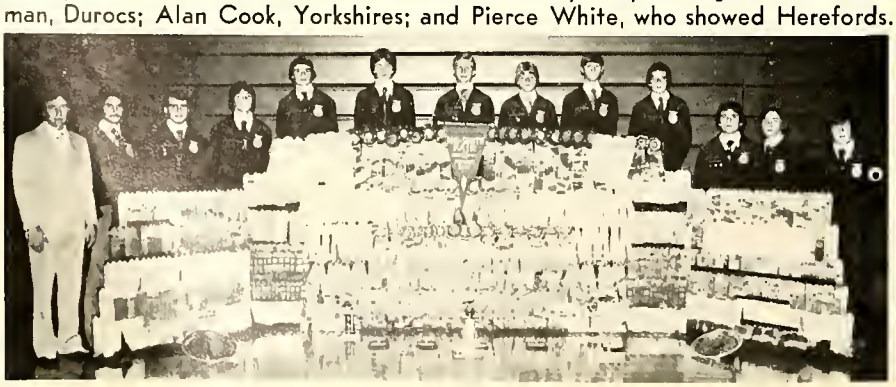
When citizens return the form, the FFA will let them know of any ways to improve the home's safety level. *(Kim Carlson, Reporter)*

They Built An Arena

About three years ago, the Grant Chapter in Oklahoma had an idea to build a rodeo arena, nothing big or fancy, just a simple little arena on a 10-acre tract of land which sets behind the school. The land was donated to them by Odis Gooding. The chapter bought the wire at a good price and got posts from old railroad crossties. They worked two summers and one school year to complete the arena.

Their first rodeo was held in September of 1976, another in September the following year. They were both successes. *(Cliff Gooding, State Reporter)*

These Dyersburg, Tennessee, members won $6,032 in premiums on the show circuits this year. From left are Advisor Benny Moore; Tim Sullivan, Durocs, Hampshires and Chester Whites; Jim Brunner, Walt Bradshaw, Joe Walker, Tod Hayes, George Schultz, market lambs; Ty Shelton, Durocs, Hampshires, Chester Whites; Jimmy Hester, Polled Herefords and Durocs; Randy Harper, Angus; Burnie Norman, Durocs; Alan Cook, Yorkshires; and Pierce White, who showed Herefords.



YOU CAN GIVE YOURSELF A PART-TIME CAREER BEFORE GRADUATION.

If you're a high school senior looking for a headstart on a career, look into the Army Reserve pre-graduation program.

Qualify, and you can choose your job from the openings available in your area. A job you'll start learning before you graduate, by attending Army Reserve meetings.

The pay is good, too. Over $50 for the 16 hours a month (usually one weekend) you work.

After graduation, you'll spend eight weeks away at basic training. Then, an average of two to four months at a top-notch Army school to learn more about your skill.

You'll be back home before you know it. Putting your skill to work 16 hours a month and two full weeks a year. And earning some of the full-time rewards that come with a part-time career in the Army Reserve.

For more information, send the postcard or call 800-431-1234 toll free. In NY 800-243-6370.

THE ARMY RESERVE. PART OF WHAT YOU EARN IS PRIDE.

Sales

(Continued from Page 38)

ing voice. Learn to think on your feet, to articulate clearly and carefully. A program of selective reading is a real help in developing vocabulary and word facility. A salesman should become an astute selector of the right word and the right phrase for each selling situation.

Writing is essential, too. Not as a journalist, necessarily, but for preparing reports to your supervisor and upper level management. You may need to write sales letters, too. Learn to write your thoughts and information clearly, concisely and interestingly.

Don't overlook business courses, economics, sociology, psychology. Learn how to dig out information and where to go to find it. You'll have to do a lot of that as a professional salesman. Learn to analyze situations—the why and how.

Be a careful observer. Develop acute awareness for what's going on around you. And, be analytical. Learn to observe infinite differences, the unusual and out of the ordinary. Contrast and compare people. Determine how they differ from each other and why.

Be ever on the lookout for problems and situations. A salesman is a "change agent." One of his jobs is to help people find better ways of doing things.

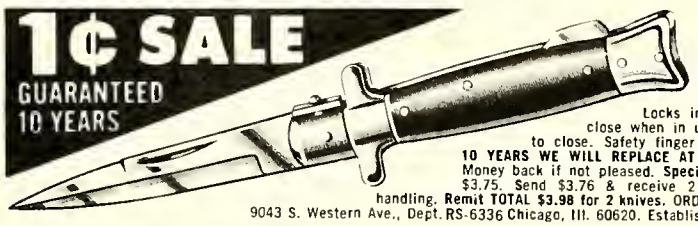
Learn to listen. In fact, listen more than you talk. Ask questions. It will help you learn a lot about customers and their needs.

If you haven't done any selling yet, get some practical experience in face-to-face selling with a summer job or part-time weekend or evening work. Even door-to-door or on-campus selling will help you learn.

RAISE WORMS IN SPARE TIME

Great potential and market. Little work with exceptionally high returns. Write

WALTON'S WORM W-RANCH
51 Lesa
Jackson, TN 38301



The knife for hunting, fishing and all around use. Mirror polished, imported stainless steel blade honed to a razor's edge. Rugged. Opens with flick of finger. Locks into position. Blade will not close when in use. Press button in handle to close. Safety finger guard. **IF BROKEN WITHIN 10 YEARS WE WILL REPLACE AT NO CHARGE!** Use 30 days. Money back if not pleased. **Special 1c Sale.** REGULAR PRICE $3.75. Send $3.76 & receive 2 knives. Add 22c postage, handling. **Remit TOTAL $3.98 for 2 knives.** ORDER NOW! Midwest Knife Co., 9043 S. Western Ave., Dept. RS-6336 Chicago, Ill. 60620. Established 1936. Mail Orders Only.

EDUCATION ADVISOR (Agriculture)
(Overseas)

The Agency for International Development (A.I.D.) has a need for an Agricultural Educator who will advise officials of the government of a West African Country on a technical content and training techniques in programs designed to develop and improve professional training of personnel engaged in agricultural research. The principal work of this position is to examine and up-grade the technical and research capabilites and curricula of the country's agricultural research training institutions.

LOCATION: Initial brief orientation in Washington, D.C. and then assignment for a two-year tour to the Republic of Mali. Subsequent assignments may be anywhere in the world (Asia, Africa, Latin America or the Middle East) as required by Agency Programs.

REQUIRED QUALIFICATIONS: Advanced degree in agricultural education with a specialization in agricultural research. At least five years experience (preferably in an American land-grant university) demonstrating a broad professional knowledge of agriculture and a strong background in applied research.
U. S. Citizenship is required.
Knowledge of the French language.

DESIRED QUALIFICATIONS: Overseas experience with agricultural institutions.

SALARY: $26,022 to $31,224 depending on qualifications.

TO APPLY: Send a Personal Qualifications Statement (SF-171) available at your regional U. S. Civil Service Commission office to:

Robert H. Wartholowitz
Recruitment Branch
Office of Personnel and Manpower
Agency for International Development
Washington, D.C. 20523

A.I.D. is an Equal Opportunity Employer

The Challenges of SELLING

☐ Believe in yourself—but don't be an ego-maniac. There's a fine line between being effectively competent and ineffectively cocky. A salesman must learn to control his egotism while maintaining enthusiasm and poise.

☐ Be a self-starter. Plan, set priorities. Learn to blend just enough of this with action to get things done. Make effective use of time; it's the salesman's most precious commodity.

☐ Learn to get along with others; effectively relate with people. Be open-minded and aware of prejudices—your own as well as those of others.

☐ Find those things in which you can excel. But, don't ignore your weaknesses. Keep working at improving them. Strive to become a "well-rounded" sales person.

☐ Learn to accept criticism. Be adaptable; capable of adapting to different situations and different buyers.

☐ Develop a high tolerance for frustration. Be not easily discouraged. Be positive, forward thinking.

Talk with professional sales people. Ask them what's their biggest challenge. What college courses have helped them the most? What kinds of continuing education they've gone after since they graduated from school?

Remember: It's not what you are or what you have. What counts is doing the most with what you have. A salesman should ask himself this question: "Would I hire me?"

Think, talk and act successful and you will become successful—in selling or whatever line of endeavor you choose.

"It's usually better to see him after a win."

Careers

General Ag noted as good . . . Natural Resources poor

College graduates in general agriculture, particularly agronomy and animal science, as well as those interested in marketing and sales, seem to be most in demand by the job market according to a recent survey of placement officials at several prominent ag colleges.

Forestry, biological sciences, landscape horticulture and fish and wildlife management were named by most of those commenting, as the fields that are currently experiencing a glut of graduates.

Awareness of these trends among current students was reported to be rising, but full utilization of the placement and counseling services offered at their respective schools seems to be lacking.

"Students seem to be more aware of the options in and the demands of the job market," said Overton R. Johnson, assistant dean at Virginia Polytechnic Institute. "Students are also doing more with 'second majors'—they're getting some additional skills to fall back on."

John Gudleman, affiliated with agriculture placement at Texas A&M, said that agricultural economics seemed to be the "biggy" on that campus for jobs. He stressed early career orientation for students. "It's a little late to start worrying about job placement in your senior year," he said, adding a comment about the students over all. "They are not as tuned in as they should be on what they are going to school for. They are somewhat out of touch with the real world and the job market in it."

"Students are not informed on the variety of opportunities within a particular career area," said Dr. Joe Stafulat, coordinator of career development at the University of California at Davis. Stafulat, who is also a holder of the American Farmer key, said that additional internships at his college have added to a student's opportunity to explore new careers.

Opportunities Abound in Ag Employment

The most recent summary of employment needs in agriculture and agri-business and meeting those needs has been released by the Office of Education in the Department of Health, Education and Welfare.

The study shows that 404,670 new workers with agriculture and agri-business competencies are needed each year as replacements for workers dropping out of that number in the food, fiber and agribusiness sector due to whatever reason—death, job change or disability. Meanwhile, the number of agriculture related graduates from secondary schools is approximately 131,000 and 19,000 respectively, for a total of 150,000. Of these, 108,000 find their way into the job market, which leaves a shortfall of almost 300,000 workers.

"The employment opportunities are better than we can imagine," said H. N. Hunsicker, program specialist in the federal Office of Education and National FFA Advisor. "We haven't scratched the surface yet." He went on to emphasize that these opportunities were above and beyond the numbers needed to meet the replacement need.

$2.66 for Hired Hands

The recently published Agricultural Statistics of 1977 shows that the average hourly wage paid to hired farm workers in the United States in 1976 was at $2.66 compared to $2.43 in 1975. The states showing the highest rates were California at $3.20; Washington, $3.16; Florida, $3.05; North Dakota, $2.99; and Kansas, $2.92.

Vet Entrance Harder Than Medical School

It continues to be much more difficult for an aspiring student to make it into veterinary medicine than to realize a similar goal of being a regular medical doctor. According to the latest figures of the American Veterinary Medical Association and the Association of American Medical Colleges, approximately one out of every seven students applying to colleges of veterinary medicine will be admitted, while the figure for regular medical school is about one out of every three applicants. The 1977-78 total of first-year students in the 22 colleges of veterinary medicine in the United States was 1,977. Using the ratio given, we can surmise that total applications for those spots totalled somewhere near 14,000.

As a side note, the Institute of International Medical Education reports that almost 5,000 young people from the United States are seeking medical education, both D.V.M. and M.D. in foreign schools, many in Italy.

Mr. Mrs. Miss Please send me your catalog.
Address
City
State Zip
Mail coupon to:
Stark Bro's Nurseries and Orchards Co.
Box A32328, Louisiana, Mo. 63353

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION
(Required by 39 U.S.C. 3685)

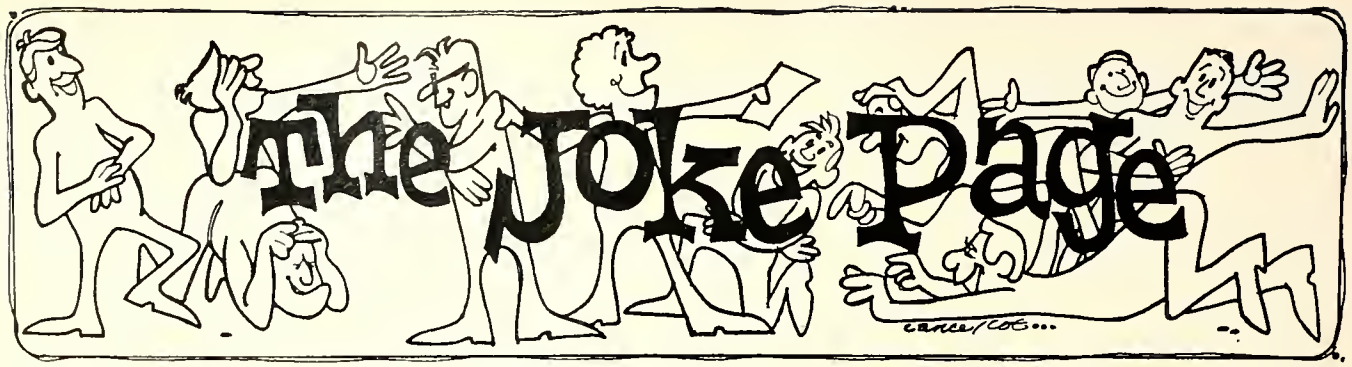
1. Title of publication: The National FUTURE FARMER.
2. Date of filing: September 27, 1977.
3. Frequency of issue: Bimonthly.
3A. No. of issues published annually: 6.
3.B Annual subscription price: $1.00; FFA members 75c paid with dues.
4. Location of known office of publication: 5630 Mt. Vernon Highway, Alexandria, Virginia 22309.
5. Location of the headquarters or general business offices of the publishers: National FFA Center, 5630 Mt. Vernon Highway, Alexandria, Virginia 22309.
6. Names and addresses of publisher, editor and managing editor: Publisher, Future Farmers of America, National FFA Center, 5630 Mt. Vernon Highway, Alexandria, Virginia 22309; Editor, Wilson W. Carnes, 5630 Mt. Vernon Highway, Alexandria, Virginia 22309; Managing Editor, none.
7. Owner: Future Farmers of America (a nonprofit organization), National FFA Center, 5630 Mt. Vernon Highway, Alexandria, Virginia 22309.
8. None.
9. The purpose, function and nonprofit status of this organization and the exempt status for Federal income tax purposes have not changed during the preceding 12 months.
10. Extent and nature of circulation:

	Average No. Copies Each Issue During Last 12 Mo.	Single Issue Nearest to Filing Date
A. Total number copies printed	536,717	535,300
B. Paid circulation		
1. Sales through dealers and carriers, street vendors, and counter sales	None	
2. Mail subscriptions	531,545	526,618
C. Total paid circulation	531,545	526,618
D. Free distribution by mail, carrier or other means, Samples, complimentary, and other free copies	2,183	3,640
E. Total distribution	533,778	530,258
F. Copies not distributed.		
1. Office use, left over, unaccounted, spoiled after printing	2,939	5,042
2. Returns from news agents	None	None
G. Total	536,717	535,300

I certify that the statements made by me above are correct and complete.

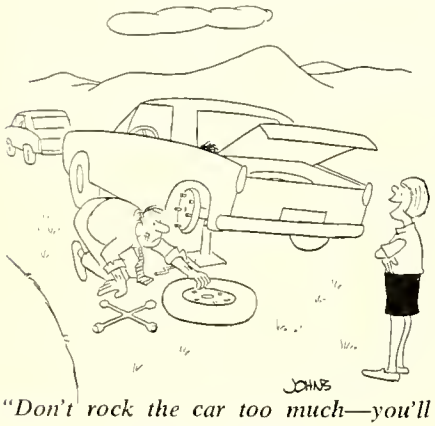
WILSON W. CARNES, Editor

extra income
showing this FREE SAMPLE
TAKE EASY FAST ORDERS FOR MUCH WANTED PERSONALIZED METAL SOCIAL SECURITY & CB PLATES
ALSO DOOR PLATES & ZODIAC NECKLACES. EVERY PLATE ORDERED INCLUDES FREE CARRYING CASE & 8-YEAR CALENDAR MAKE $1.00 TO $1.50 ON EACH ITEM
MAKE $15.00 or MORE AN HOUR . . . RUSH COUPON TODAY!
ARIES
RAYMOND JONES
CB
Millions of new prospects every year! NO INVESTMENT REQUIRED
ENGRAVAPLATES, DEPT. 198
BOX 10460 • JACKSONVILLE, FLA. 32207
Please rush FREE order-taking outfit with actual sample. No obligation.
Name
Address
City
State Zip



There was a field with a fence down the middle of it. The bulls were on one side and the cows on the other. Then a strong gust of wind came along and blew the cows over but the bulls were still standing. The cows picked themselves up, brushed off and stood up. Then another wind came along and knocked the cows over again, but the bulls were still standing. A cow got up and leaned over the fence and asked the bulls why they never fell over and they replied, *"We bulls (Weebles) wobble but we don't fall down."*

Dave Ovesen
Wilton, Iowa



"Don't rock the car too much—you'll wake my husband."

There was this fellow who said; *"For three nights I dreamed about salami, bologna and liverwurst. I took it as a hunch so I went to the race track. Lo and behold the first race had a horse named Salami, one named Bologna and another named Liverwurst. Naturally I bet on all three to win. Coming down the stretch all three were in a dead heat for first place and I almost had a heart attack because of the excitement."*

"Which horse won?" asked his friend.

"A long shot named 'Coldcuts.'"

Bobbie Mae Cooley
Bowen, Illinois

One day instead of serving the usual hot meal, the school cafeteria handed out peanut butter and jelly sandwiches. After lunch, a satisfied first grader marching out the door complimented the cafeteria manager, *"Finally you gave us a homecooked meal."*

Barry Klauer
Kamrar, Iowa

Weird is finding yourself in the middle of a pasture with a rope in your hand and asking yourself if you lost a horse or found a rope.

Randy Long
Appleton City, Missouri

Flirt: A girl who believes it's every man for herself.

Ruth Moore
Liberty, Kentucky

A woman motorist was driving along a country road when she noticed a couple of repairmen climbing a telephone pole.

"What ever are they doing that for?" she said to her companion, *"Surely my driving isn't that bad."*

Laurie McNew
Sidney, Montana

Definition of a Simmental: Not too short, not too tall.

Dean Rowley
Durand, Michigan

One day a VW bus full of college kids and decorated with stick-on daisies pulled into a road side gas station. The attendant came out and asked, *"Do you want gasoline or shall I just water the flowers?"*

Bradley Seehafer
Milbank, South Dakota

"In your advertisement you said that there was a nip in the air after sundown," complained the tourist.

"Well," replied the resort owner, *"take a look at all those mosquitoes."*

Thomas LaMance
Modesto, California

Geography teacher to student: *"What are the Great Plains?"*

Student: *"The 747's."*

Adam Alsleben
Glencoe, Minnesota

Two Greenhands went ice fishing but by the time they chopped a hole big enough for the boat, it was time to go.

Charles Chilson
Towanda, Pennsylvania

Q: What do you get when you cross poison ivy with a four-leaf clover?

A: A rash of success.

Gary E. Grizzard
Piedmont, Alabama

Jill: *"I heard you got a baby."*

Sandra: *"Yes."*

Jill: *"What did you call it?"*

Sandra: *"Hazel."*

Jill: *"Of all the names you could have picked, you name it after a nut."*

David Moehring
Sheboygan, Wisconsin

Charlie, the Greenhand

"Yes, Advisor Smith, of course my project records are all up to date."

The National FUTURE FARMER *will pay $2.00 for each joke selected for publication on this page. Jokes must be submitted on post cards addressed to* The National FUTURE FARMER, *Alexandria, Virginia 22309. In case of duplication, payment will be for the first one received. Contributions cannot be acknowledged or returned.*

Western Favorites

Tony Lama®

FAMOUS NAMES Tony Lama FAVORITE BRAND

Tony Lama Company, Inc / P.O. Drawer 9518/El Paso, Texas 79985

Recipe: Cut 2 lbs. venison into serving size pieces. Mix ¼ cup flour with 1 tsp. salt and fresh ground pepper to taste. Coat venison with flour mixture. Heat 3 tbsp. bacon fat in skillet and brown venison on both sides. Add 1 pc. celery, cut up and 3 sliced med. onions and brown. Add 1 tbsp. Worcestershire sauce, 2 cups tomatoes and cook, covered, 1 to 2 hours (depending on age of animal) or until tender. Cook noodles, drain and serve with venison. Makes 4 servings.

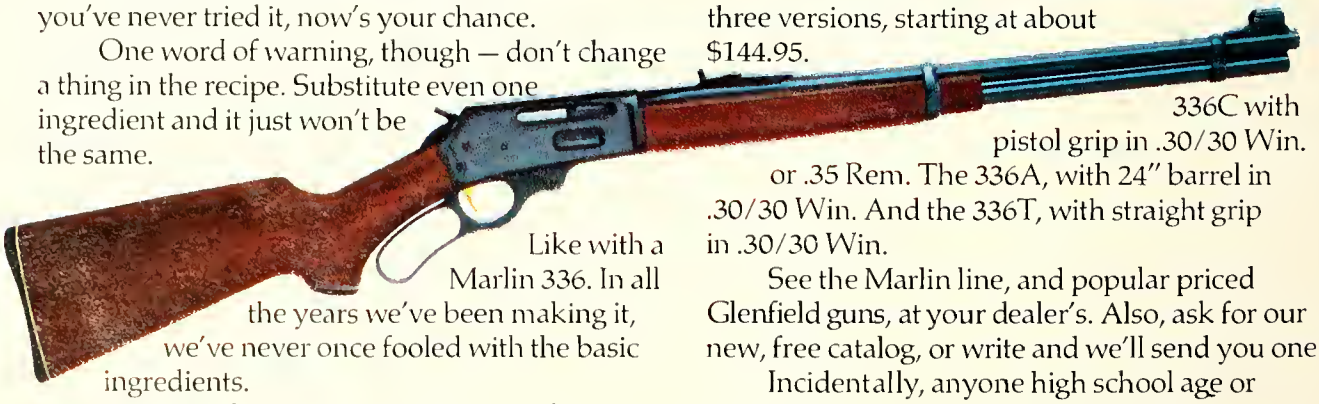
THERE'S ONLY ONE WAY TO MAKE WEST TEXAS FRIED VENISON.

THERE'S ONLY ONE WAY TO MAKE A MARLIN.

If you've never hunted deer in the wild range country of West Texas, let us tell you, there is nothing else like it.

Just like there's no other way to prepare venison quite like West Texas Fried Venison. If you've never tried it, now's your chance.

One word of warning, though — don't change a thing in the recipe. Substitute even one ingredient and it just won't be the same.



Like with a Marlin 336. In all the years we've been making it, we've never once fooled with the basic ingredients.

For example, into every 336 go six solid, forged, machined, steel parts. Heat treated for greater strength and durability.

There's a simple, fast action. Adjustable semi-buckhorn rear and ramp front sight with Wide-Scan™ hood. Solid top receiver with side ejection for low, centered scope mounting. American black walnut stock. And Marlin's famous Micro-Groove™ rifling.

The result is the Marlin 336. Available in three versions, starting at about $144.95.

336C with pistol grip in .30/30 Win. or .35 Rem. The 336A, with 24" barrel in .30/30 Win. And the 336T, with straight grip in .30/30 Win.

See the Marlin line, and popular priced Glenfield guns, at your dealer's. Also, ask for our new, free catalog, or write and we'll send you one.

Incidentally, anyone high school age or younger can win up to $1000 in the Marlin Hunter Safety Essay Contest. Students must be enrolled in, or have completed a Hunter Safety Course. Write for entry form. Marlin Firearms Co., North Haven, Connecticut 06473.

Marlin **Made now as they were then.**